A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

December 30, 1963

USA

U.S. EXHIBITS / International Trade Fairs 1964

Business Bulletins *from around the world*

AUSTRALIA—Merchandise exports to Asia had favorable balance of almost $403.2 million in fiscal 1963 according to figures recently released by Government. Exports approximately 17% higher than imports with wheat, wool sales mainly responsible.

Eleven million people now in Australia according to Government. Decline of growth rate from 2.5 to 2.1 percent annually indicated, due primarily to fluctuations in net immigration.

BECHUANALAND—High Commissioner announces plans for five-year $28 million development program to touch all major sectors of Protectorate's economy. Early details of plan indicate that $7 million will be allocated for development of economy's productive sector.

BELGIUM—Government budget deficit for 1964 estimated at $380 million. Fiscal receipts expected to rise 5 percent over 1963 level on basis of expected GNP growth of 4 percent in 1964.

Miners to get 40-hour work week, 3 percent pay increase effective May 15, 1964; 1963 year-end bonus increase from $60 to $80 for union members.

Administration increases budget for scientific activities by 30 percent to $3.7 million. Major portion of increase marked for participation in European satellite communications and launching programs.

Consensus among labor, industrial leaders that next advance in fringe benefits to be third week of paid vacation time, to be achieved in one, two, or three years' time.

Superior Oil Co. of Houston, Texas, forms Belgian subsidiary, "Superior Oil Co. of Belgium," for exploration of hydrocarbons.

CEYLON—Commissioner of National Housing expects to issue tenders within weeks for construction of 4,000 low-cost flats in Colombo and suburbs.

GERMANY—Oil exploration agreement concluded by Mobil Oil AG, Hamburg, German subsidiary Socony Mobil Oil Co., and German coal and oil concern Gelsenkirchener Bergwerks AG with C. Deilmann Bergbau GmbH, of Bentheim. Agreement calls for joint exploration of Deilmann offshore concession around islands of Borkum, Juist, off northern coast.

GHANA—Agreement signed between Ghana and United Nations Food and Agriculture Organization for assistance in program of resettling Ghanaian farmers to be flooded out by Volta River Dam. Under agreement, wheat flour, maize, canned fish and meat, dried skim milk, soybean oil, butter with total value approx. $1.2 million to be supplied to Ghana by FAO. Most commodities to be distributed free to families in Volta region for first six months of resettlement providing farmers time to reap crop from new farms.

KUWAIT—Fund for Arab Economic Development extends $28 million loan to Algeria to finance the construction of Hassi-Arzeu pipeline.

MALAGASY REPUBLIC—Agreement with France calls for construction of $7 million international jet airport near Tananarive. Road now under construction to provide quick access to airport.

MOROCCO—Changes in government's financial practices announced November 9 should bring government's fiscal operations under greater control. Government accounts, showing actual receipts, expenditures, explanations of expenses exceeding appropriations, to go before Parliament within one year after end of each fiscal year. Figures not published previously on actual expenses, making it impossible to determine exact size of deficit.

NETHERLANDS—Control Data Corp. of Minneapolis, Minn., acquires majority interest in Maatschappij voor Electrische Bedrijfsautomatisering Electrofact N.V., manufacturer of measuring and regulating equipment.

Norton International Inc., of Worcester, Mass., takes over capital stock of N.V. v/h. van Duyl's Machinehandel, of Rotterdam, machine trading firm.

New gas field found in northeast, near West German border. Field, if large, to extend into Germany and by agreement be exploited cooperatively by both countries.

Netherlands Gas Union proposes provisional price of fl. 0.07 per cubic meter for delivery of gas to municipal gas companies in northeastern provinces.

U.S. share of Netherlands market decreased during first half of 1963 to 10.5 percent, from 12 percent for same period last year. Drop accounted for in part by unusually low sales of airplane parts.

PARAGUAY—Current drought, low tide of Paraguay River causes all shipments to Asuncion direct or via Buenos Aires to be offloaded at Villa Oliva, (approx. 139 km. downriver from Asuncion), for transshipment by barge.

SWITZERLAND—Premiums collected by private Swiss insurance companies in 1962 totaled $1.2 billion, 60 percent from abroad. Re-insurance companies show total foreign premium income of $372 million against $27 million from domestic business.

Swiss budget for 1964, highest in history, provides for $993 million in expenditures; $1,059 million in receipts.

UAR—Total imports for first nine months of 1963 reach $630 million. Exports at $369 million, leaving deficit of $262 million. This year's trade deficit expected to exceed record $308 million of 1962.

Union Carbide concludes sale of 2,800 tons of insecticide. The sale, valued at $4.5 million, is largest single sale of insecticide in history.

URUGUAY—First National Census in over 50 years indicates total population of 2,556,020; considerably lower than previous estimates of up to 3,000,000, indicating per capita income of $450-$500. 46% of the total population, or 1,173,114, live within Montevideo city limits.

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the cover

Leading U.S. designers are employed by the Department of Commerce to plan and show to the greatest advantage products of the United States at overseas trade fairs. The 1964-65 trade fairs which will open their doors to increased U.S. exports are listed in this issue. See pages 7-18.

International Commerce

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AGELESS: Welcoming travelers from north and south for nearly four centuries, La Catedral, built in 1573, stands as one of Mexico City's striking landmarks, housing rare carvings, paintings, tapestries.

Good agent can open the way to glittering Mexican market

Some imports barred; U.S. goods preferred, if competitive; careful selection, courteous dealings with agents pay dividends

By GILBERT E. LARSEN

Commercial Attache, U.S. Embassy, Mexico City

Mexico imported $1,143 million worth of goods in 1962. Mexico was our sixth largest customer, with imports of $783 million from the U.S., 69% of total Mexican imports.

G. E. LARSEN

Germany, the United Kingdom, Canada, France and Italy, in that order, were the next largest suppliers, with proportions of the market ranging from 8.1% to 2.3% of the total.

Mexico's population of 37 million people is expanding at the rate of 3.2% annually. The growth of the country has been relatively rapid since World War II. The economy is highly diversified, the economic and social infrastructure is well developed, and the country has been politically stable. Inflation has been controlled with reasonable success; the last devaluation was in 1954.

Dollars from exports to the U.S. and from tourist and frontier transactions with the U.S. are the principal exchange income; there are no exchange controls. Mexico is one of the preferred countries of Latin America for foreign private investment.

As a contiguous country, Mexico has a special relationship with the U.S. Communications are good, freight costs on U. S. products are lower than on goods from most other foreign supplier countries, and service and parts are available quickly from the U.S.

By and large, U.S. products of many kinds are preferred if they are competitive with goods from other sources. Tourist travel in both directions promotes economic relations; the flow of U.S. publications to Mexico is extensive and continues to grow.

Such exposure of the people of both countries to each other keeps Mexicans aware of U.S. products. Hundreds of U.S. firms have sales representatives here, and there are over 500 U.S. firms, subsidiaries, and affiliates operating in Mexico, mainly in manufacturing and distribution. Thus there is a considerable amount of competition among U.S. firms for business in Mexico. New U.S. exporters should be aware of this.

A major factor affecting import markets is Mexican development and trade policy. The Government has emphasized industrialization and protects domestic industry with high tariffs and import controls. The policy is not to grant import permits for products which are also made in Mexico or for which Mexican-made products can be substituted.

Import controls

Controls cover a majority of imports. Consumer goods industries have developed the most. As a consequence, consumer goods composed only 18% of total imports in 1962.

The consumer goods market can be cultivated by foreign exporters only on an increasingly selective basis, and possibilities for exports to Mexico are chiefly in the producers' goods field.

In addition to restricting the kinds of imports, Mexico also follows a policy of trade diversification with the stated objective of obtaining the best possible terms and reducing dependence on the U.S.

Mexico was one of the organizers of the Latin American Free Trade Association and is an active member. Mexico has sent trade delegations to, and received missions from, many countries of the world. Europe, Asia, and South America are interested in the Mexican market.

With the return of more normal world

the author

Mr. Larsen, a native of Illinois, received his BA from Carleton College and his Master's at Northwestern. He entered government service in 1942, and the Foreign Service a year later. His career has taken him to Guatemala, Cairo, Lima, Baghdad and in 1959 he was assigned as Commercial Attache at Mexico City. He speaks fluent Spanish.

trading conditions after World War II and the resumption of foreign competition, the U.S. share of the Mexican market declined from a high of 89% in 1944 to 69% in 1962. Foreign competition in Mexico is stiff, and U.S. exporters must work hard to maintain and improve their market position.

Best method

The best way for most U.S. exporters to sell in the Mexican market is through an agent. While there is a considerable volume of direct sales, exporters who have sales representatives in Mexico have an advantage.

Business usually goes to the exporter who has someone on the spot ferreting it out and pushing to get it. This is especially true of sales to the Government, a large buyer.

The Government's preference is to buy through local firms that can supply parts and service. The Secretariat of National Patrimony maintains a register of suppliers and representatives, both domestic and foreign. Normally Government agencies notify only registered firms when bids are invited.

Only in cases of purchases financed by international lending agencies does the Government publish notices of invitations to bid and inform representatives of foreign governments about the bidding. Most regular purchases are handled through registered firms. For foreign exporters this means through their Mexican sales representatives or branches.

The first step for an exporter not familiar with Mexico is to ascertain whether his products are importable there. There are so many restrictions on imports that sometimes it is difficult to say offhand.

The Department of Commerce receives current published information on import controls, and a query to the Department through a Department of Commerce Field Office will often disclose whether imports are permitted. In doubtful cases the Department of Commerce can ask the Embassy to check with the Mexican import control office as to the importability of individual products.

Illustrated

Such queries should be accompanied by illustrations and adequate descriptions of the products, so that identification will be accurate. It may be difficult to make a correct determination from a 1- or 2-line product description.

In general, the market is closed to imports of such consumer goods as processed foods (groceries); clothing of most kinds; shoes; household appliances such as washing machines, refrigerators, radios, television sets and blenders; automobiles; textiles; furniture; rugs; a broad range of housewares; paints; and some builders hardware and hand tools.

MODERN BANK: The Glorieta Colon, a branch of the Banco de Comercio, the second largest banking chain in Mexico, is located in this modern building in the heart of Mexico City, near the U.S. Embassy.

Controls are also being broadened in the producers' goods field as such products are made here.

If his product is importable, the exporter can proceed with a market investigation and the selection of a sales agent. Exporters should not conclude that because Mexico is adjacent it is merely an extension of the U.S. market. It is not; it is different. Some products saleable in the U.S. may have little or no market here as yet.

No volume sales

The market for many kinds of goods is still relatively small and exporters should not think in terms of big volume for many products.

The best way to understand the market and to select an agent is to visit Mexico. It is always preferable to learn the market firsthand and see a prospective agent in the local setting.

Fortunately, this is fairly simple because of Mexico's proximity to the U.S. and good air transportation. A round-trip to Chicago, for example, costs only $204 and travel time is only 3½ hours each way. Few places in the U.S. are farther away than a day by air. A stay of 3 to 5 working days should suffice for ordinary investigations, if care is taken not to come during one of the extended local holiday periods.

Mexico City is the distributing center of the country and probably should be visited first. There are other important regional distribution centers, such as Guadalajara and Monterrey, but for most products, sales representatives have headquarters in the Mexico City area and have correspondents or salesmen covering the rest of the country. National sales coverage usually is arranged in this way.

Pattern varies

Obviously the pattern will vary with the product and the exporters' sales policy, but this is generally true.

Visiting U.S. businessmen may inform the Embassy or outlying Consulates in advance, either by letter direct or through the Department of Commerce and its Field Offices. Embassy and Consulate personnel will assist visitors with market information, suggestions for contacts, appointments, and advice.

Detailed trade contact surveys (see below), however, can be made only on instfuctions from the Department of Commerce, from which they should be requested. Visitors unfamiliar with Mexico will find it useful to obtain as much advance background information as possible from the Department of Commerce.

A list of U.S. Consulates in Mexico may be obtained from Department of Commerce Field Offices. English is widely spoken in commercial circles but a knowledge of Spanish is an asset.

Obviously not everyone will be able to visit Mexico to select an agent, and a number of Commerce Department services are available for those who cannot.

This Department should be contacted direct or through Field Offices before writing letters to Embassies and Consulates abroad requesting market information, surveys, and answers to detailed questionnaires.

The first step should be to learn as much as possible about the market. Then, if prospects seem favorable, examine the contact media, such as trade lists, to determine their suitability for direct mail canvassing of firms in Mexico.

Broad coverage

Some trade lists are broad and may be useful for more than one product. The list covering machinery, for example, will serve for many kinds of machinery, equipment and industrial instruments. Lists covering different but similar fields are sometimes useful. The summaries included in these lists indicate the overall market for imports and the general import license situation.

Investigation as to the reliability of firms can be left until replies are received from letters of inquiry and a detailed study is made of prospects before selecting an agent.

Trade lists may not cover certain fields satisfactorily or may not produce the desired results. In this event, the Department of Commerce trade contact survey service is available for more individual investigation.

For $50 the Department of Commerce Field Office will originate instructions to the Foreign Service transmitting descriptive information on a product line and asking that a special survey be made to locate firms interested in selling the product. This procedure normally turns up the names of prospects or results in a report saying why there is little or no interest in the line.

The Trade Contact Survey is the most individualized service regularly performed by the Foreign Service to help U.S. exporters locate a sales agent (it may also be used to find prospective licensees).

Careful check

When prospects are located, they must be investigated to see which are suitable. The initial step is to obtain adequate credit and background information, using the World Trade Directory Reports of the Department of Commerce and supplementing them with information obtained from banks and credit reporting agencies, and checking references and other sources. World Trade Directory Reports usually indicate what firms a sales agent represents, and contact with them may disclose whether he is a good agent.

In addition to knowing whether the prospect has a satisfactory business reputation, it is necessary to determine also that he handles no conflicting product lines; does not have too many lines; has adequate facilities for service, if required; contacts the right customers; has experience; and, of course, will push the product aggressively.

It may not be possible to obtain a sales agent with all of the desirable qualities. There are more foreign sellers looking for representatives in Mexico than there are good agents.

Therefore, it may be necessary to settle for someone who is aggressive and appears to have potential, though he is not actually experienced in the line.

Don't rush

It is better not to rush. Investigate as thoroughly as possible. Tying up hastily with a poor representative will cause trouble and lose time. There is no substitute for doing a careful job of investigating before making the final selection and appointment.

When an agent is selected, the development of the relationship between principal and representative begins. It is a continuous process and success depends as much, or more, on the exporter as it does on the agent. An agent, like a plant, needs cultivation. If he is good and has adequate support from his supplier, he will usually try to do a job. Some sales agents in Mexico have represented the same U.S. principals for years.

Sales information in Spanish, periodic visits to Mexico to establish personal contact, close attention to correspondence and to accounting for commissions, and adherence to packing and shipping instructions, especially regarding any import licensing aspects, are important elements in building and maintaining a good exporter-agent relationship.

The importance of answering correspondence promptly and fully is emphasized. One of the commonest complaints is that exporters neglect correspondence with their agents.

Exporters should be sure, too, that agents understand how U.S. export financing can be arranged. This is extremely important if the product is machinery or equipment, because financing may be the key to a sale.

Exporters should listen to the agent when he gives advice on the market; they may decide not to take it but should not overlook it. Some exporters have had trouble because they ignored the advice of their agents.

An exporter should plan on a long term relationship with the agent if he proves to be good. Exporters that use an agent to develop a market and then abruptly discard him to take over distribution themselves cause ill will.

The essence of these comments may be summed up briefly in the following Do's and Don'ts:

Do's

- ★ Make a preliminary investigation to see if the product is importable and if there is likely to be a market. The Department of Commerce has extensive information on Mexico. Use Department of Commerce facilities and other domestic sources before writing abroad. Contact the nearest Department of Commerce Field Office.
- ★ If you can, visit Mexico and study the market firsthand. Mexico is close and a visit does not cost much or take long. See prospective agents in their local setting if possible. Organize your visit in advance, using Department of Commerce facilities. Contact the nearest Department of Commerce Field Office.
- ★ If you cannot visit Mexico, review Department of Commerce trade lists to see if they are suitable for direct mail contacts to local prospective agents for your line. The nearest Department of Commerce Field Office can tell you what lists are available on Mexico.
- ★ If trade lists are not adequate, ask the Department of Commerce about a Trade Contact Survey. The nearest Department of Commerce Field Office can explain how to initiate one.
- ★ Investigate prospective agents carefully before signing up. Thorough investigation will avoid subsequent failures resulting in lost time and possibly more serious complications. Use World Trade Directory Reports to provide more detailed information on prospects developed. Such reports may be obtained through Department of Commerce Field Offices.
- ★ Develop a close working relationship with the agent finally selected. Support him in every way. Visit him regularly if possible. You will not get a really good picture of his operation unless you see it. Pay close attention to correspondence, shipping and packing instructions, and other aspects of day-to-day work, and listen to his advice.
- ★ Remember that market conditions change. Watch trends for developments that might affect the sale of your product. Read current Department of Commerce reports on business and economic developments in

Mexico. Have your agent inform you promptly of changes in market conditions and import regulations.

Don'ts

- Don't assume that Mexico is an extension of the U.S. market. There are many similarities, but there are differences, too.
- Don't fail to use Department of Commerce facilities. They are extensive. Don't write abroad until you have contacted the Department of Commerce and know what it has available.
- Don't ask the Embassy or Consulates by letter to make a Trade Contact Survey. Arrangements must be made through the Department of Commerce.
- Don't rush in signing up an agent. Don't fail to investigate a prospect thoroughly to be sure that he is suitable.
- Don't fail to support your agent fully —to answer correspondence and to be businesslike in all dealings with him.

Goldy appointed Export Expansion Coordinator

President Johnson has announced the appointment of Daniel L. Goldy, Deputy Assistant Secretary of Commerce for Business Development and Administrator of the Business and Defense Service Administration, as National Export Expansion Coordinator.

Mr. Goldy, working under Secretary of Commerce Hodges, will coordinate the programs of the various U.S. Agencies aimed at promoting exports of U.S. manufactured products.

Mr. Goldy will also serve as executive director of the cabinet level interagency committee announced recently by the President to facilitate the coordination of activities affecting export expansion.

TWO ORDERS ISSUED

An article in the December 16th issue of INTERNATIONAL COMMERCE, page 29, reported the denial of export privileges to Josef Cremer of Vienna, Austria for 90 days pending further investigation; and the American, British and Canadian Spare Parts Company of London, also known as ABC Spare Parts Co., and Joseph W. Kent, for an indefinite period. The article should have stated that the U.S. Department of Commerce had issued 2 separate denial orders.

Akpaffiong Akpaffiong —as in Walla Walla

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

CHICAGO—What develops climate for international trade? An intrigued and admiring tourist, an understanding of history, a hand-squeeze among peoples of different tongues?

Perhaps a traveling man from Iowa solving an engineering problem in Malaya. Or a Peace Corps girl stubbornly wiping perspiration from her sticky hands before returning to an outdoor classroom in Thailand. Maybe a United States soldier grinning as wide as the Grand Canyon to thank a Saigon stranger for pointing directions. Or an Olympic runner, winner of a dash by a set of buck teeth, tossing an arm across the heaving shoulders of a competitor.

Here in America, a single exchange student, recently from the Qua Iboe mission in Uyo, a Nigerian boy from Calabar on the eastern coast, has been creating friendship and his homeland has gathered exciting understanding within the small circle where his influence drives.

Akpaffiong John Akpaffiong, trumpet sounds like Dizzie Gillespie heating a horn, has been attending Washington university for three years. He looks a bit like a youthful Duke Ellington, clean-cut, handsome, wide-faced and a glistening smile that turns on like light from a bulb.

Akpaffiong's father liked his name so well he gave it to him twice. "Probably," says Akpaffiong Akpaffiong, "like Walla Walla. My younger brother is named Sam."

This Nigerian lad reads everything but the *Racing Form,* and he quotes from the *Saturday Review* as easily as a trade magazine. "I like the *Wall Street Journal* best," he said, "and to get a copy I would go without southern fried chicken." He grins so wide his face looks like a piano keyboard with a spotlight cutting into cocktail-lounge darkness.

The United States is Nigeria's third supplier. England is first; West Germany second. "Nigerians like to buy from America," says Akpaffiong. "Our Governor-General studied here. We have romantic ideas. Everything in America is as big as we want to be some day."

First Nigeria needs industry. Textiles are manufactured, some plastics produced. The Koppers Co. is building a steel mill. Nigeria is the largest consumer of soft drinks in all Africa. The country is self-sufficient in cement production. Cocoa and tobacco are exported. Soon a dam will be constructed and remaining areas will glow with the brightness electricity brings.

All of this began in 1953. Over 30% of all government expenditures, even more in some areas, according to Akpaffiong, is spent for education. Almost 2 million will be graduated this year from elementary schools. Five spanking-new universities are prepared to handle graduating classes of 25,000 pupils. Books are sold out on arrival. There is feverish heroism about education.

Listen to Akpaffiong: "My studies here are not paid by our government, but by my father, who worked as a customs inspector at Port Harcourt. Nigeria gives me transportation, but my family provides a purse to allow for living."

International trade blooms from many seeds and on different terrain, but odds for success are greatest when rapport is found as human beings with the same tears and laughter, each to the other. Tiny and small, far from embassies, the United Nations or the halls of Congress, a Peace corps schoolteacher in Dhonburi somehow, some way, unknowingly displays products of U.S. industry. In daring unselfishness she profiles a nation. So does Nigerian Akpaffiong John Akpaffiong.

Milan, Frankfurt Trade Centers schedule photo equipment shows; market good in Germany, Italy

Italian trend toward purchase of more expensive models; West Germans turning more to simple, automatic cameras

"Products created by advanced technology can sell virtually anywhere."

Eugene M. Braderman, Director of the Bureau of International Commerce, made this comment recently in announcing that two U.S. Trade Centers will hold photographic equipment shows in Europe—where the competition is stiffest.

The shows will be held at the Centers in Frankfurt, Germany, April 21-30, and Milan, Italy, May 11-22. Theme of both shows will be "Photography in Science, Industry and Education." Recent market surveys in both countries stressed that quality and reliability of U.S. products should be emphasized.

A graphic demonstration that advanced U.S. photographic products can sell in competitive areas was made at a recent photographic show in the Tokyo Trade Center. Thirty U.S. firms displayed their products and reported 336,538 in sales from the floor or subject to contract completion.

The surveys, conducted by private research firms in West Germany and Italy, pointed out that potential markets for "Made-in-U.S.A." photographic products exist in the following lines:

Still and motion picture cameras, projectors and accessories, processing equipment and supplies, films and sensitized papers, microfilm, photographic chemicals and supplies for photocopying, all in the categories of commercial, industrial and amateur equipment.

Surveys summarized

West Germany's photographic products industry has felt the effect of rising wages and social costs, shortage of labor and the 1961 currency revaluation. The relatively high labor increment in total production costs, approximately 35%, makes this industry sensitive to such a wage-price spiral.

Additional information about U.S. Trade Centers is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D. C., 20230.

The 1962 production levels are not expected to be maintained in 1963 if the industry is confronted with another wage increase.

Imports of photographic products rose from $30 million in 1961 to $37.5 million in 1962—chiefly in technical and scientific equipment (72%); parts and accessories for photo apparatus (38%); and photo and motion picture lab apparatus (63.1%).

Habits changing

A total of 47% of all German households include at least one camera. The habits of German consumers are changing. Amateurs who formerly made their own prints and enlargements and invested substantial sums in photographic equipment have become marginal customers. German consumers now take many photos largely on special occasions, then have them developed commercially. The trend is toward the simple or automatic camera.

The U.S. Consulate General in Stuttgart recently conducted a market survey in addition to that of the private firm, and found the German market has a need for photographic and cinematographic laboratory equipment; photographic reproduction apparatus; electronic multiflash; quartz lamps for motion picture photography; easy-to-handle favorably priced sound attachment for motion pictures; 35 mm. still cameras of good workmanship; and 8 mm. motion picture cameras and projectors.

Both surveys agreed on one point—that dealers generally feel U.S. manufacturers do not exert enough effort to promote their products on the German market. They should emphasize quality and reliability. The Trade Center show will offer both new and experienced U.S. exporters an opportunity to expand their sales in Germany.

Italian market

In 1962, Italian consumers purchased $5.6 million in film and sensitized materials. Nearly half this amount was imported, with the U.S. as Italy's second largest source. Italian production of photographic equipment has increased 10% a year but still can't keep up with the demand.

The market survey concluded that major sales potential is in the industrial and commercial field. Ultra high speed cameras, data recording cameras, memomotion, oscilloscope, time-lapse photo equipment, digitizers, kinescope TV recording equipment, and ultra-violet and infrared equipment are recommended.

Other products that deserve consideration include laboratory and dark room equipment, slide projectors, enlargers, 8 mm. movie cameras, and color film.

The Italian consumer, unlike the German, is exchanging his simple box camera for a more expensive model into which he feeds increasing quantities of film. Only three companies in Italy sell inexpensive cameras for mass consumption and these have sold 300,000 in the past three years.

Movie cameras are a relatively young sector in the Italian photographic market picture. Sales in this line have increased over 80% in the 1950-63 period.

Manufacturers interested in the Frankfurt and Milan shows may write to the Bureau of International Commerce, Office of International Trade Promotion, Washington, D.C. 20230, or contact the nearest Department of Commerce Field Office.

GHANA FAIR

U.S. firms are urged to consider participating in the first Ghana International Fair, to be held in Accra Feb. 3-20, 1965. The Fair, designed to promote trade and stimulate investment, would help develop new and broader markets for U.S. exports, according to the U.S. Embassy in Accra.

World trade fairs listed

Participation in international exhibits in all parts of free world open to U.S. industry

The U.S. manufacturer who wants to sell more products abroad or enter the foreign market for the first time will find participation in trade fairs a good way to accomplish this.

In the next several months, doors to international exhibitions will open in countries in all parts of the world—from Perth, Australia, to Lima, Peru, from Hamburg, Germany, to Paramaribo, Surinam. The Department of Commerce, which has much background information about these fairs, is in a position to help U.S. businessmen plan their exhibits.

Information available from the Commerce Department includes preliminary and final reports on fairs, rules and regulations for exhibiting, illustrated brochures, and official fair catalogs which list exhibitors.

The fairs, some general, some specialized, are listed in the following pages by country, city, name, type, and management address. Unless otherwise specified, they are held annually, are scheduled for 1964, and the management office is located in the host city. Tentative U.S. Government participation by the Commerce Department is indicated by this symbol (★).

Information is taken from latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

For information, write to the Bureau of International Commerce, Trade Fairs Division, U.S. Department of Commerce, Washington, D.C. 20230.

Algeria

Algiers

May.★ U.S. solo exhibit. Office of International Trade Promotion, U.S. Department of Commerce, Washington, D.C. 20230.

Australia

Adelaide

May 11-16. Engineering & Industrial Exhibition. 95 Currie St.

Sept. Adelaide Royal Show. Agricultural. Show Grounds.

Brisbane

Aug. 6-15. Agricultural, Industrial, & Motor Show. GPO Box 122B.

Hobart

Feb. 1-9. Australian Physiotherapy Congress. Biennial. 155 Macquarie St.

Melbourne

Mar. 2-19, 1966. Int'l Trade Fair. Melbourne Chamber of Commerce, 90 William St.

Mar. 23-Apr. 4. Grand Easter Show. Wool industry. 50 Queen St.

Apr. 13-17. Sawmilling & Wood Machinery Convention. 422 Collins St. Biennial.

Apr. 15-25, Aug. 27-Sept. 5. Ideal Home Show. Semi-annual. 110 Jolimont Rd.

May. Int'l Toy Fair. 342 Flinders St.

July 23-Aug. 1. Int'l Boat Show and Water Sports Exhibition. Exhibition Promotions, Pty., Ltd., Suite 29 "Town House," 67 Queens Rd.

Aug. 1965. Melbourne Engineering Exhibition. Biennial. Suite 12, 33 Queens Rd.

Perth

Jan.-Feb. Perth Motor Show. 1121 Hay St.

Sept.-Oct. Perth Royal Show. Agricultural. 9 Howard St.

Sydney

June 19-27. Sydney Homes Exhibition. G.P.O. 4962.

July 13-18. Sydney Engineering Exhibition. Biennial. G.P.O. 4180.

July 1965. Sydney Industries Fair. General. Biennial (held alternately with Sydney Engineering Exhibition). R.A.S. Showgrounds.

Austria

Dornbirn

July 11-19. Int'l Export & Trade Fair. Textiles, textile machinery, chemicals. Realschulstrasse 6.

Graz

April 30-May 10. Graz Southeastern Fair. Agricultural. Semi-annual. Conrad Hoetzendorf Strasse 67.

Innsbruck

Sept. 26-Oct. 4. Innsbruck Trade Fair. Hotel, restaurant, tourism. Maria Theresienstrasse 47.

Klagenfurt

Aug. 6-16. Klagenfurt Timber Fair. Valentin Leitgebstrasse 11.

Ried

Aug.-Sept. 1965. Austrian Agricultural Fair. Biennial (held alternately with Wels). Hauptplatz, Rathaus.

Vienna

Mar. 15-22. Int'l Spring Fair. General. Messeplatz 1.

Apr. 14-17. Int'l Exhibition of Municipal Sanitation Equipment—INTAPUC. Rathaus Oesterreich.

Apr. 15-Oct. 16. Int'l Horticultural Congress. 14 Volgelweidplatz.

Sept. 13-20. Int'l Fall Fair. General. Messeplatz 1.

Wels

Aug. 29-Sept. 6. Agricultural Fair & Festival. Biennial. Hauptplatz, Rathaus (held alternately with Ried).

Belgium

Brussels

Jan. 15-26. Int'l Motor & Cycle Show. 41-42 boulevard Bischofsheim.

Feb. 16-23. Int'l Agricultural Equipment & Products Show. 29 rue du Spa.

Feb. 21-Mar. 1. Int'l Exhibition of Gardening. International Center.

Mar. 6-15. Int'l Inventors Show. 70 rue de Livourne.

Mar. 7-15. Sixth Holiday Fair. 4 rue de l'Ecuyer.

Mar. 8-11. Trade Show of Ready-Made Garments for Men. 52 rue du Progres.

Apr. 30-May 11. Brussels Int'l Trade Fair. General. Palais du Centenaire.

June 3-10.★ AMTEC Fair (American Metalworking Technology for the European Community.) American Society for Metals, American Society of Tool and Manufacturing Engineers. Metals Park, Ohio.

Oct. Int'l Food & Home Exhibition. 10 place de Brouckere.

Nov. 1965. Int'l Hospital Equipment Exhibition. Biennial. 171 Avenue du Domaine.

Charleroi

Sept. 19-27. Int'l Technical & Industrial Exposition. Biennial. Ave. de l'Europe.

Ghent

Sept. 12-27. Int'l Trade Fair. General. Palais des Floralies.

Liege

May 23-June 7. Int'l Trade Fair. General. 17, Blvd. D'Avroy.

Bulgaria

Plovdiv

Sept. 13-27.★ Int'l Fair of Plovdiv. General. Biennial. Bulgarian Chamber of Commerce, 11a Stambolusky, Sofia.

Canada

Montreal

Jan. 27-30. Eastern Canada Hardware Show. Show Mart Bldg., Suite 257, 1600 Berri St.

Mar. 3-6. Montreal Spring Gift Show. 443 Mt. Pleasant Rd., Toronto 7.

May 10-14. Int'l Stationery & Office Equipment Show. P.O. Box 10, 2055 Peel St.

May 12-15. Canadian Plant Engineering & Maintenance Show. 481 University Ave., Toronto 2.

Aug. 24-27. Montreal Fall Gift Show. 443 Mt. Pleasant Rd., Toronto 7.

Aug.-Sept. Int'l Congress of Radiology. Suite 204, 1555 Summerhill.

Oct. 3-7. Canadian Shoe & Leather Fair. 2081 Aylmer St.

Oct. High Fidelity Exhibition. 25 Taylor Dr., Toronto.

Nov. Canadian National Business Show. 1819 Yonge St., Toronto 7.

Quebec

Feb. 26-28. Hospital Suppliers Exhibition. Biennial. P.O. Box 116, Rosemont, Montreal.

Toronto

Jan. 29-Feb. 1. Canada Farm & Industrial Equipment Trade Show. 4969A Yonge St.

Jan. 31-Feb. 8. Canadian Boat Show. 85 King St., East.

Feb. 10-13. Canadian Hardware Show. 290 Merton St.

Feb. 24-27. Toronto Spring Show. Seccombe House, 443 Mt. Pleasant Rd.

Mar. 9-12. Canadian Restaurant Association Convention & Exhibition. 60 Avenue Rd.

Mar. 13-21. Canadian National Sportsmen's Show. 85 King St., East.

Mar.-Apr. National Home Show. 1819 Yonge St.

Apr. 6-7. Industry Accident Prevention Exhibition. 90 Harbour St.

April 20-22. National Heating, Refrigeration & Air Conditioning Show. 745 Mt. Pleasant Rd.

May 5-7. Plastics Show of Canada. Biennial. 481 University Ave.

Aug. 21-Sept. 7. Canadian National Exhibition. General. Exhibition Park.

Sept. 28-Oct. 1. Toronto Fall Gift Show. 443 Mt. Pleasant Rd.

Sept.-Oct. Institute of Radio Engineers Exhibition. Biennial. 1819 Yonge St.

Oct. 13-16. Materials Handling Exposition. Biennial. 481 University Ave.

Oct. Ontario Hospital Association Exhibition. 24 Terrand Dr., Flemingdon Park, Don Mills, Ontario.

Nov. 3-5. National Packaging Exhibition. Biennial. 1835 Yonge St.

Vancouver

Mar. Vancouver Gift Show. 443 Mt. Pleasant Rd.

May 13-23. British Columbia Int'l Trade Fair. Triennial. Exhibition Park.

Aug. 22-Sept. 7. Pacific National Exhibition. Agricultural, industrial. Exhibition Park.

Ceylon

Colombo

Dec. 1-31.★ Ceylon Industrial Exhibition. 48 Sri Jinaratana Rd.

Colombia

Bogota

Aug. 28-Sept. 13. Bogota Int'l Trade Fair. Carrera 40, No. 22-C-67.

Cyprus

Nicosia

June-July. Cyprus Int'l Fair. General. 67 Salon St., P.O. Box 625.

Czechoslovakia

Brno

Sept. 13-27.★ Int'l Trade Fair. General. Brno-Vystaviste, Praha 3, Vaclavske Nam. 57.

Denmark

Aalborg

Apr. 7-12. Int'l Textile Exhibition. 17 Vesterbro.

May 5-10. Scandinavian Hardware Trade Fair. 17 Vesterbro.

May-June. Danish Food Fair. Quadrennial. 17 Vesterbro.

Aarhus

Aug. 7-16. Int'l School Exhibition. Furniture & equipment. 17 Blaagaardsgade, Copenhagen N.

Copenhagen

Feb. 28-Mar. 8. Int'l Automobile Exhibition. Biennial. 22 Amaliegade.

Mar. 13-22. Scandinavian Boat Show. 29 Skindergade.

Mar. Int'l Productivity Exhibition. Universal Fair & Exhibition Service, Ltd., 17 Blaagaardsgade.

Mar.-Apr. Int'l Toy Exhibition. Forum A/S Jul., Thomsens Plads.

Apr. 10-19. Int'l Plastics Exhibition. Triennial. 17 Blaagaardsgade.

May 4-10. Technical Trade Fair. Heating, ventilation, & sanitation equipment. Forum A/S Jul., Thomsens Plads.

Sept. 11-20. Int'l Fisheries Fair. 17 Blaagaardsgade.

Sept. Int'l Office Equipment Exhibition. 17 Blaagaardsgade.

Oct. 30-Nov. 15. Cabinet Makers Association Exhibition. 41 Gronnegade.

Fredericia

May 28-31. Furniture Fair. 174 Norrebrogade, Copenhagen N.

July 30-Aug. 9. Danish Trade Fair. General. Dansk Kobestavne.

Herning

Mar. 3-8. Danish Textile Fair. Herning-Hallen, A/S, 26 Ostergade.

March 25-30. "A Vacation for All" Exhibition. Herning-Hallen, A/S, 26 Ostergade.

Sept. 3-13. Crafts & Industry Exhibition. Tools & machinery used by craftsmen & light industry, as well as their products. Herning-Hallen, A/S, 26 Ostergade.

Odense

Apr. 3-12. Consumer Goods Exhibition. Fyens Forum.

Sept. 11-20. Industrial Trade Fair. Fyens Forum.

El Salvador

San Salvador

Jan. 1-14, 1965. Int'l Trade Fair. Cultural, agricultural, and industrial. Management.

Fiji

Suva

Sept. Trade & Industries Fair. General. P.O. Box 177.

Finland

Helsinki

Sept. 17-27. Finnish Int'l Trade Fair. Biennial. General. Helsinki-Toolo.

France

Avignon

Apr. 25-May 3. Avignon Spring Fair. General. 46 Avenue Jean-Jaures.

Besancon

Sept. 3-14. Int'l Timepiece Exhibition. Chambre de Commerce, 54 Grande rue.

Bordeaux

June 13-25. Int'l Trade Fair. General. 12 place de la Bourse.

Cannes

May 28-June 7. Int'l Salon of Light Aircraft. 5 Ave. Mozart, Paris XVI.

Aug. Int'l Nautical Exhibition. Port Debilly.

Grenoble

Mar. 7-11. Int'l Salon of Winter Sports. Grenoble, France.

Lille

Apr. 25-May 10. Int'l Trade Fair. General. Grand Palais.

Limoges

May 21-31. Limoges Exposition & Trade Fair. General. 52 rue Montmoiller.

Lorient

May 29-June 7. Int'l Fisheries Fair. Biennial. Chamber of Commerce, Quai des Indes.

Lyon

Feb. 8-16. First Annual Int'l Television Program & Equipment Fair. Palais de la Foire.

Feb. 29-Mar 6. Int'l Toy Salon. 93 rue de Turenne, Paris 3e.

Mar. 15-23. Int'l Trade Fair. General. Quai A. Legnon.

Oct. 3-6. Int'l Furniture Salon—MEUROPAM Palace of Engineering, Quai A. Legnon.

Marseille

Apr. 9-20. Salon Nautique. Parc Chanot.

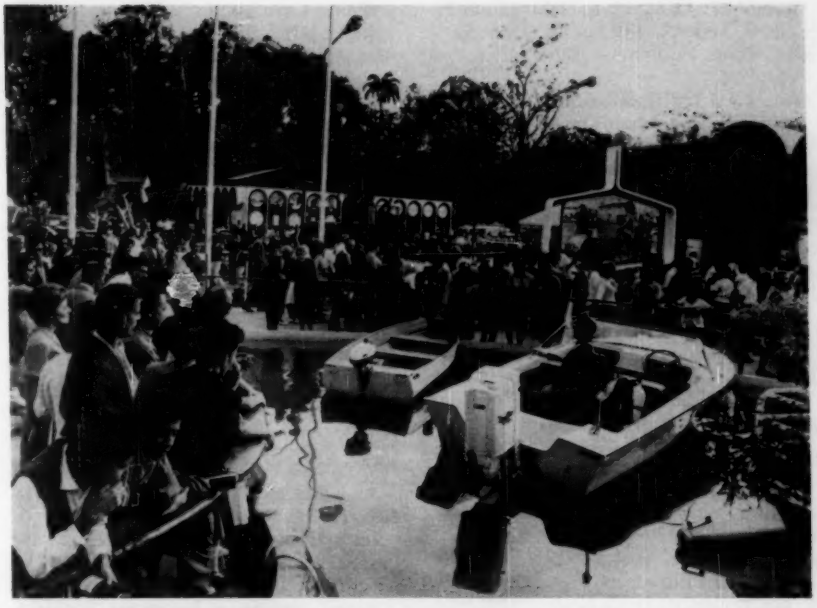
Sept. 24-Oct. 5. Int'l Trade Fair. General. Parc Chanot.

Metz

Sept. 30-Oct. 11. Int'l Trade Fair. General. 1 avenue de l'Amphitheatre.

Montpellier

Oct. 9-19. Int'l Vine & Wine Fair. 11 bis rue de la Loge.



BOATS POPULAR: Two outboard motor boats drew crowds at the all-U.S. exhibit held last summer in Rio de Janeiro. Commercial activity was reported satisfactory for U.S. companies exhibiting in the show.

Nancy

June 3-14. Nancy Trade Fair. General. 9 rue des Dominicains.

Oct. 19.-25. Int'l Material Show for Professional Safety. 7 rue des Dominicains.

Nice

Feb. 27-Mar. 9. Int'l Fair of Nice. Tourism. 8, Place Massena.

Oyonnax

May 6-12. Int'l Plastics Fair. Hotel de Ville.

Paris

Jan. 29-Feb. 3. Int'l Furniture Fair. 22 avenue Franklin Roosevelt.

Jan. & June. Luggage & Leather Goods Show. 6 rue Beranger.

Feb. 7-11. Int'l Radio & Electronic Components Show. 23 rue de Lubeck.

Feb. 16-18. Show of Men's Clothing. 8 rue de Richelieu.

Feb. 24-Mar. 15. Domestic Arts Exhibition. 15 avenue de la Division-Leclerc.

Mar. 3-8. Int'l Agricultural Machinery Show. 95 rue Saint Lazare.

Mar. 12-19. Int'l High Fidelity Show. 14 rue de Stael.

Apr. 11-26. Camping & Sporting Goods Exhibition. 60 rue de la Victoire.

Apr. 12-20; Oct. 18-26. Women's Ready to Wear Show. Semi-annual. 23 rue Notre-Dame-Des Victoires.

Apr. 16-20. Int'l Fur Trade Exhibition. 36 avenue de l'Opera.

Apr. 21-May 2, 1965. Int'l Chemical Exhibition. 28 rue Saint-Dominique.

May 21-31. Int'l Exhibition of Civil Engineering & Building Equipment. 1 avenue Niel. Biennial.

May 16-June 2. First Int'l Energy Salon. 40 rue du Colisee.

May 16-June 1.★ Paris Int'l Trade Fair. General. 2 avenue Gabriel.

May 21-31. Int'l Public Works Exposition—EXPOMAT. Biennial. 1 avenue Niel.

May 21-25. Int'l Textile Show. 10 rue d'Anjou.

May 25-June 2. Mechanical & Electrical Engineering Fair—MECANELEC. 40 rue du Colisee.

May-June. French Biennial Machine Tool Exposition. 40 rue du Colisee.

Sept. 6-9. Int'l Confectionery Show. 48 avenue de Villiers.

Sept. 10-15. Int'l Leather Week. 2 rue Edouard VII.

Sept. 29-Oct. 11. Int'l Nautical Exhibition. 32 avenue de New York.

Sept. Commercial & Professional Exhibition of Art Workshops. 13 rue des Petites Ecuries.

Sept. Int'l Food Machinery Exhibition. Biennial. 42 rue du Louvre.

Oct. 1-11. Int'l Automobile & Cycle Show. Grand Palais Porte J.

Oct. 8-17. Int'l Office Equipment Fair. 6 place de Valois.

Oct. 8-19. Int'l Technical Exhibition of Hotel & Catering Equipment. 13 rue de Liège.

Oct. 24-27. Camping & Fishing Int'l Exhibit. SPODEX, 149 rue St. Honoré.
Oct. Trade Equipment Show. 42 rue du Louvre.
Nov. 8-16. Int'l Exhibition of Equipment for the Food Industry. Biennial. 121 boulevard Haussmann.
Nov. 8-16. Int'l Packaging Exhibition. Biennial. 20 Carpeaux, Puteaux, Seine.
Nov. 10-16. Int'l Dairy Equipment Show. Biennial. 3 rue de la Boetie.
Nov. 10-16. Int'l Bottling Equipment & Related Industries Exhibition. Biennial. 3 rue de la Boetie.
Nov. 1965. Int'l Building Materials & Construction Methods Exhibition—BATIMAT. 1 avenue Niel.
Nov. 1965. Int'l Exhibition of Measurement, Control, Regulation & Automation—MESUCORA. 40 rue du Colisee.
Nov. Int'l Clothing & Knitwear Industries Equipment Show. Biennial. 40 rue du Colisee.

Strasbourg

Sept. 3-15. European Fair. General. 9 rue Brulee.

Toulouse

Apr. 30-May 11. Toulouse Exposition & Trade Fair. General. 2 bis rue d'Alsace-Lorraine.

Germany

Berlin

Jan. 24-Feb. 2.★ Agricultural Machinery Fair—GREENWEEK. Hammarskjoldplatz 1-7.
Mar. 6-15. Int'l Boat Show & Water Sports Exhibition. Hammarskjoldplatz 1-7.
May 20-24. Pharmaceutical, Medical & Technical Exhibition. Hammarskjoldplatz 1-7.
May-June. Int'l Water Exhibition. Lerchenstrasse 36, Essen.
Sept. 19-Oct. 4.★ German Industries Exhibition. General. 5-15 Masurenalle, Berlin-Charlottenburg 9.
Sept. German Soap Fair. Masurenalle 5-15, Berlin-Charlottenburg 9.
Oct. 30-Nov. 8. German Catering, Confectionery & Food Exhibition. Hammarskjoldplatz 1-7, Berlin 9.

Cologne

Jan. 28-Feb. 2. Int'l Furniture Fair. Biennial. P.O. Box 140.
Feb. 20-23; Sept. 4-6; Feb. 19-22, 1965. Int'l Household Goods & Hardware Fair. Semi-annual. P.O. Box 140.
June 1965. Int'l Furniture, Upholstery & Wood Processing Industries Suppliers Fair—INTERZUM. Postschliebfach Nr. 1. Biennial.
June-July. Int'l Exhibition of Fire Fighting Apparatus & Safety Equipment—INTERSCHUTZ, Messe und Ausstellungs G.m.b.H. Triennial.
July 3-11, 1965. Int'l Butchers Fair—IFFA. P.O. Box 140, 5 Koln-Deutz.
Aug. Men's Fashion Week. P.O. Box 140.
Sept. 24-28. Int'l Chemists & Druggists' Trade Exhibition. P.O. Box 140, Koln-Deutz.
Sept. 1965. General Provisions & Fine Foods Exhibition—ANUGA. Biennial. Messengelande G.m.b.H.
Sept 1966. Int'l Photographic & Motion Picture Exhibition—PHOTOKINA. Messeplatz, P.O. Box 140.
Oct. Int'l Lingerie & Foundation Garments Trade Fair. P.O. Box 140.
Nov. Int'l Fair for Sporting Goods, Camping Requirements—SPOGA. P.O. Box 140.

Dortmund

June 5-14. Int'l Brewery & Beverage Machines Exhibition. P.O. Box 1130, 46 Dortmund.
Sept. 11-21. Int'l Bakery Exhibition. P.O. Box 1130, 46 Dortmund.

Duesseldorf

Spring 1966. Int'l Packaging & Confectionery Machinery Fair—INTERPACK. Ehrenhof 4.
Mar. 15-18; Apr. 26-30; Sept. 17-20. Sales & Fashion Week of Ladies' Outer Garments Industry—IGEDO. Messegelande G.m.b.H. Quarterly.
Apr. 19-21; Sept. 27-29. German Footwear Samples Display. Semi-annual. Messegelande 4.
May 1967 Int'l Printing & Paper Fair—DRUPA. Quinquennial. Messegelande.
July. Home and Garden Exhibition. Ehrenhof 4.
Sept. 26-30. West German Office Equipment Show. Messegelande.
Oct. 13-19, 1965. Int'l Congress & Exhibition of Measuring Instruments & Automation—INTERKAMA. Biennial. Messegelande.

Essen

April 11-19. Camping & Int'l Boat Show. German Fair Authority, Norbertstrasse 2.
June 4-14. German Building Exhibition —DEUBAU. Biennial. Norbertstrasse 2.
Sept. 25-Oct. 3, 1965. Welding & Cutting Exhibition. Norbertstrasse 2.

Frankfurt

Jan. 10-13. For the Child. P.O. Box 7726, Friedrich-Ebert-Anlage 57.
Jan. 10-13. Garden Furniture Fair—(For The Garden). P.O. Box 7726, Friedrich-Ebert-Anlage 57.
Feb. 16-20; Aug. 30-Sept. 3; Feb. 21-25, 1965. Frankfurt Int'l Fair. General, semi-annual. P.O. Box 7726, Friedrich-Ebert-Anlage 57.
Apr. 22-26; Apr. 28-May 2, 1965. Frankfurt Fur Fair. Borsenstrasse 8.
May 26-29★*; Nov. 24-27.* Interstoff Fair. Clothing & textiles. Semi-annual. Friedrich-Ebert-Anlage 57, P.O. Box 7726.

MORE VACATION TIME: France is proving to be a good market for U.S. outdoor sporting goods equipment. The Frenchman above is interested in archery equipment, a popular item at the '63 Lyon fair.

June 19-27. Congress & Exhibition of Chemical Apparatus & Equipment—ACHEMA. Triennial, Rheingau-Allee 25.

June. Inter-Oil Exhibition. P.O. Box 7726, Friedrich-Ebert-Anlage 57.

Sept. 16-26, 1965. Int'l Automobile Exhibition. Biennial. Westendstrasse 61.

Sept. 27-Oct. 4. Int'l Exposition of Laundry, Cleaning & Dyeing Trades. Hansa-Allee 16. Quadrennial.

Sept. Int'l Cycle & Motorcycle Exhibition. Biennial. Freidrich-Ebert-Anlage 57, Postbox 7726.

Fall 1964. Int'l Book Fair. Kleiner Hirschgraben 10/12.

Friedrichshafen

May. Int'l Fair of Lake Constance. General. Int'l Bodensee-Messe G.m.b.H.

Hamburg

Jan. 23-28. German Boat Exhibition. Hamburg 36.

Feb. 8-9; Sept. 12-13. North German Textiles & Clothing Fair. Semi-annual. Ausstellung spark der Freien und Hansestadt, Am Dammtor.

Mar. 5-11. Int'l Gastronomy Fair—INTERNORGA. Planten und Blomen, Ausstellungspark der Freien und Hansestadt, Am Dammtor.

March 5-11. National German Hotel & Catering Exhibition. Planten und Blomen, Austellungspark der Freien und Hansestadt, Hamburg 36, am Dammtor.

Aug. 14-23. Int'l Food & Delicatessen Exhibition—LEFA. Biennial. Planten und Blomen, Ausstellungspark der Freien und Hansestadt, Am Dammtor.

Hannover

Apr. 24-May 3. German Aviation Exhibition. Biennial. P.O. Box 1, 532 Bad Godesberg.

Apr. 26-May 5; Apr. 25-May 4, 1965. German Industries Fair. General. Messegelande.

May 31-June 7. Agricultural Show. Zimmerweg 16, 6 Frankfurt.

Sept. 20-29. German Machine Tool Exhibition. Quadrennial. Am Hauptbahnhof 6, Frankfurt.

Munich

Mar. 14-22; Mar. 20-28, 1965. German Construction Machine Exhibition—BAUMA Verein Ausstellungspark, Munchen e.V., Theresienhohe 18.

Apr. Int'l Confectionery Exhibition—INTERCHOC. Theresienhohe 14.

May 21-31; Mar. 25-Apr. 5, 1965. Int'l Small Enterprise Fair. (Handicrafts). Theresienhohe 14.

June 25-Oct. 3, 1965. Transport & Communications Exhibition. Theresienhohe 14.

Sept. 19-27. Int'l Exhibition of Groceries & Fine Foods—IKOFA. Biennial. Theresienhohe 14.

Sept. Hunting, Forest, & Wood Exhibition. Theresienhohe 14.

Nuremberg

Feb. 23-28; Feb. 14-19, 1965. Int'l Toy Fair. 24 Berliner Platz.

Offenbach

Feb. 15-20; Aug. 29-Sept. 3; Feb. 20-25, 1965; Aug. 28-Sept. 2, 1965. Int'l Leather Goods Fair. Semi-annual. Kaiserstrasse 108.

Pirmasens

May 23-28. Footwear, Leather and Machinery Exhibition. Triennial. Dankelsbachstrasse, 678 Pirmasens.

Saarbrucken

Apr. 11-20. Int'l Trade Fair. General. Messegelande, 66 Saarbrucken.

Stuttgart

Apr. 8-12. Int'l Oil & Gas Heating Fair—INTHERM. P.O. Box 990.

Sept. 15-19, 1965. Int'l Dental Show. Am Kochenhof 16, P.O. Box 990.

Sept. 16-20. Int'l Bicycle & Motorcycle Show.—IFMA. P.O. Box 104, 6232 Bad Soden, Taunus.

Sept. 26-30. Office Equipment Exhibition. P.O. Box 990.

Oct. 22-Nov. 1, 1965. Int'l Hotel & Restaurant Trade Fair. P.O. Box 990. Triennial.

Wiesbaden

Apr. 26-28. Int'l Sport Articles Special Fair. Langgasse 17, P.O. Box 2034.

Great Britain

Birmingham

Feb. 6-15. Motorists' Fair. W. G. Appleyard, 71 Broad St.

Feb. 25-Mar. 7. Boat Show. 167 Garrison Lane, Small Heath.

Feb.-Mar. Hotelliers, Caterers and Catering Equipment Exhibition. 71 Broad St.

Blackpool

Jan. 20-23. Int'l Slipper Fair. Spencer House, South Place.

Feb. 3-6. Int'l Gifts & Fancy Goods Fair. St. Dunstan's House, Carey Lane, London.

Feb. 24-29. Northern Hotel & Catering Trades Exhibition. Jack D. Rose Exhibitions, Ltd., Bostel House, Brighton, Sussex.

March 27-April 4. Do-It-Yourself Exhibition. Exhibitions, Ltd., 93 Abingdon St.

Brighton

Feb. 9-13. British Toy Fair. 94 Hatton Garden.

Feb. 24-27. Smallwares Trade Fair. 1 Dorset Bldgs., Salisbury Sq., London.

Aug. 20-29. Southern Brewers & Allied Trades Exhibition, 25 Ship St.

Farnborough

Sept. 6-13. Flying Display & Exhibition. 29 King St., St. James's, London.

Harrogate

Jan. 11-17. Int'l Toy Fair. Finsbury Ct., London, E.C.2.

April 13-16. Exhibition of Autumn Footwear. 22 Gilbert St., London, W.1.

July 14-16. Great Yorkshire Show. Cliftonfield, Shipton Rd., York.

Sept. 15-18. Northern Floor Coverings Fair. Commonwealth House, 1-19 New Oxford St., London, W.C.1.

Leicester

May 4-8. Shoe Trades Exhibition. Biennial. Spencer House, South Place, London, W.C.2.

London

Dec. 31, 1963-Jan. 11. National Camping & Outdoor Life Exhibition. Exhibition House, Spring St.

Jan. 1-11. Int'l Boat Show. 44 Great Queen St.

Jan. 6-9. Exhibition of Scientific Instruments & Apparatus. 47 Belgrave Sq.

Jan. 21-30. Int'l Hotel & Catering Exhibition. Biennial. 1 Dorset Bldgs., Salisbury Sq.

Jan. 27-Feb. 8. British Furniture Exhibition. 17 Berners St.

Feb. 10-14. Leathergoods, Luggage & Handbag Fair. 23/25 Eastcastle St.

Feb. 11-14. First Int'l Filtration Exhibition. 145 Oxford St.

Feb 24-28. Int'l Men's & Boys' Wear Exhibition. 1-19 New Oxford St.

Feb. 24-28. Int'l Carpet, Linoleum & Floor Coverings Fair & Carpet Production Exhibition. Commonwealth House, 1-19 New Oxford St.

March 2-6. Delicatessen Exhibition. 2 Dunraven St., Park Lane.

March 18-25. Electrical Engineers Exhibition. Museum House, Museum St.

March 9-13. Stationery Trade Fair. 6 Wimpole St.

March 3-30. Ideal Home Exhibition. 12-15 Bouverie.

April 13-16. Meat Machinery Butchers' Supplies Exhibition. Dorset House, Stamford St., London S.E. 1.

April 13-17. Int'l Compressed Air & Hydraulic Exhibition & European Fluid

WHO'S NEXT? Some thirsty fairgoers stop for a few minutes and quench their thirst at the 1963 international trade fair in Japan. U.S. vending machines proved popular at the well-attended exhibition.

Power Conference. Biennial. St. Richards House, Eversholt St.

April 13-17. Int'l Pipes & Pipelines Exhibition. 97 Old Brompton Rd.

April 15-24. Heating, Ventilating & Air Conditioning Exhibition—HEVAC. 9 Argyll St.

April 25-May 9. Yorkshire Ideal Home Exhibition. Sovereign St., Leeds 1.

April 27-May 1. Int'l Hardware Trade Fair. 74 Holland Park.

April 10-15. Int'l Clothing Trade Exhibition. Biennial. 9 Gough Sq., Fleet St.

April 2-5. Int'l Audio Festival Fair. 42 Manchester St.

May 5-15. Int'l Mechanical Handling Exhibition & Materials Handling Convention. Biennial. Dorset House, Stamford St.

May 11-14. Shop Equipment & Self-Service Exhibition. Dorset House, Stamford St., S.E. 1.

May 13-19, 1965. Int'l Photo Fair. Biennial. 52 Grafton Way.

May 25-30. Instruments, Electronics & Automation Exhibition. Biennial. Industrial Exhibitions, Ltd., 9 Argyll St.

May 25-30. Int'l Industrial Finishes Exhibition. 97 Old Brompton Rd.

May 27-June 2. World Fishing Exhibition. Commercial Exhibitions, Ltd., St. Richards House, Eversholt St.

May 29-June 3. Footwear Components Exhibition. Commonwealth House, 1-19 New Oxford St.

May 31-June 4, 1965. Hospital Equipment & Medical Services Exhibition. Walmer House, 288 Regent St.

June 10-20. World Book Fair. The Tower, 229-243 Shepherd's Bush Rd.

June 10-25. Antique Dealers' Fair & Exhibition. Grosvenor House, Park Lane.

June 16-19. Reinforced Plastics Fair. 11a Gloucester Rd. S.W. 7.

June 23-July 4. Industrialized Building Systems & Components Exhibition. I.B.S.A.C. '64. Commonwealth House, 1/19 New Oxford St.

June 25-July 9. Int'l Machine Tool Exhibition. Quadrennial. Victoria House, Southampton Row.

July 14-23, 1966. Laundry, Dry Cleaning & Allied Trades Exhibition. 1-19 New Oxford St.

Aug. 26-Sept. 5. National Radio & Television Exhibition. 59 Russell Square.

Aug. 31-Sept. 3. Int'l Watch & Jewelry Trade Fair. Commonwealth House, 1-19 New Oxford St.

Sept. 1-16. British Food Fair. Biennial. 10 Mount Row.

Sept. 11-26. Int'l Handicrafts, Homecrafts & Hobbies Exhibition. Link House Publications, Ltd., Dingwell Ave.

Sept. 25-Oct. 3. Int'l Commercial Motor Transport Exhibition. Biennial. 148 Piccadilly.

Oct. 5-9. Brewing, Bottling & Allied Trades Exhibition. Quadrennial. 623 Grand Bldg., Trafalgar Sq.

Oct. 5-14. Business Efficiency Fair. 64 Cannon St.

Oct. 13-16. Food Packaging Exhibition. 6 London St.

Oct. 21-31. Int'l Motor Exhibition. Forbes House, Halkin St.

Nov. Factory Equipment Exhibition. Commonwealth House, 1-19 New Oxford St.

Nov. Engineering Materials & Design Exhibition & Conference. Commonwealth House, New Oxford St.

Nov. 14-21. Int'l Cycle & Motorcycle Show. Biennial. Stanley House, Eaton Rd., Coventry.

Nov. 16-21. Public Works & Municipal Services Congress & Exhibition. 3/4 Clement's Inn, W.C. 2.

Dec. Int'l Poultry Show. Dorset House. Stamford St.

Dec. Smithfield Show and Agricultural Machinery Exhibition. Forbes House, Halkin St.

Manchester

March 3-21. Brighter Homes Exhibition. City Hall, Deansgate.

April 21-May 2. Grocers' and Allied Trades Exhibition. Biennial. 393 Corn Exchange.

April 30-May 15, 1965. Int'l Homes Exhibition. 412 Tottington Rd., Bury, Lancashire.

Oct. 6-17. Building Trades Exhibition. City Hall, Deansgate.

Preston

Sept. Modern Home Exhibition & Food Fair. 11 St. Wilfrid St.

Greece

Thessaloniki

Sept. 7-28.★ Int'l Fair of Thessaloniki. General. Int'l Fair of Thessaloniki.

Guatemala

Guatemala

Nov.★ U.S. solo exhibit. Office of Int'l Trade Promotion, U.S. Dept. of Commerce, Washington 25, D.C.

Hong Kong

Hong Kong

Feb. 1965. Fisheries Exhibition. Triennial. 11th Floor, Li Po Chun Chamber S. 13/F Connaught Rd., C.

Dec. 3-Jan. 7, 1964. Hong Kong Products Exhibition. General. Li Po Chun Chambers, 13/F Connaught Rd., C.

Iraq

Baghdad

Sept. 1965. Baghdad Int'l Fair. Agricultural and industrial. Mumtsz Umari, Director General of Exhibitions.

Ireland

Dublin

May 5-9. Dublin Spring Show. General. Annual. Royal Dublin Society, Ball's Bridge.

Israel

Tel Aviv

June 16-July 7.★ Near East Int'l Fair. General. Biennial. P.O. Box 3259.

Italy

Ancona

June 25-July 5. Int'l Fair of Fishing & Related Industries. Annual. Ancona Chamber of Commerce.

Bari

Sep. 10-23. Int'l Levant Fair. General. Ente Autonomo Fiera del Levante.

Bologna

May 8-22. Bologna Int'l Trade Fair. General. Annual. 49 Strada Moggiore.

Bolzano

Sept. 11-21. Int'l Sample Fair. General. C.P. 297, Via Roma.

Busto Arsizio

Sept 1965. Intl. Cotton, Artificial & Synthetic Fibers, Chemical & Textile Machinery Exhibition. Biennial. 1 Via Mameli.

Florence

Jan. & July. Italian Fashion Show. Semi-annual. Centro di Firenze per la Moda Italiana.

Feb. "Week of the Raincoat." Industrialists Assn.

April 24-May 10. Int'l Handicraft Fair. Piazza della Liberta 1.

Sept.-Oct. 1965. Int'l Market-Exhibit of Antiques. Biennial. Fair Management.

Sept. Samples Exhibit of Footwear, Leather, & Leather Goods. 9 Via Valfonda.

Genoa

Jan. 25-Feb. 5. Int'l Boat Show. Viale Delle Brigate Partiglane 18.

May-June. Int'l Communications Fair. Fair Management.

Messina

Aug. Int'l Samples Fair. General. Fair Management.

Milan

Feb. 1-5; June 28-July 2. Italian Leathergoods Show. Semi-annual. Mercato Italiano della Pelletteria, Via Lanzone 4.

Mar. Heating, Air Conditioning, Refrigeration & Plumbing Show. Via Cesare Battisti 1.

April 12-25. Int'l Samples Fair. General. Via Domodossola.

June 4-11. Int'l Packaging Exposition—IPACK. Biennial. Via Gian Giacomo Mora 13.

Sept. National Household Appliance Show. Via Donezetti 30.

Sept. European Market on Plastic Materials. Accocomaplast, Piazza Diaz 2.

Sept. 12-20. Radio & TV National Show. Via Donezetti 30.

Oct. Italian Machine Tool Exposition. Biennial. Corso Matteotti 11.

Nov. Int'l Conference on Thermomechanics with Exhibition. Italian Thermomechanical Assn., Via del Politechnico 10.

Nov. 1965. Int'l Cycle & Motorcycle Exhibition. Biennial. Via Mauro Macchi 32.

Nov. 22-27. Instrumentation & Automation Exhibition & Conference. Biennial. Fair Management.

Dec. 5-14. Int'l Book Show. Italian Publishers Assn. Foro Bonaparte 24.

Naples

June 28-July 14. Housing, Home Furnishings & Clothing Fair. Piazzo Campi Flegrei.

Padova

May 31-June 13. Int'l Samples Fair. General. Via N. Tommaseo, 59.

Palermo

May 23-June 7. Int'l Mediterranean Fair. General. Fair Management, Palermo.

Parma

Sept. Int'l Fair for Preserved Food & Packaging. Via Cavestro 3.

Rome

June. Int'l Electronic & Nuclear Energy Exhibition. Via Fontanella Borghese 23.

Trieste

June 21-July 5. Int'l Trade Fair. General. Viale Ippodromo 18.

Turin

April 27-May 5. Italian Marketing Exhibition of High Quality Shoes & Leather Goods. Via Santa Teresa 22.

May 23-June 2. Int'l Aircraft Exhibition. Dr. G. Boella, Fiat (England), Ltd. Water Rd., Wembley, Middlesex, England.

Sept. 19-Oct. 1. Int'l Technical Exposition. Corso Galileo Ferraris 60.

Oct. 31-Nov. 11. Int'l Motor Show. Corso Galileo Ferraris 61.

May 22-June 6, 1965. Int'l Mountain Exhibition. Biennial. Corso Galileo Ferraris 60.

Verona

March 8-16. Int'l Agricultural Fair. Palazzo del Pallone.

Vicenza

Sept. 6-16. Vicenza Fair. General. 11 Mure, Porta Nuova.

Vigevano

Sept. Int'l Shoe Fair. Palazzo del Commune.

Japan

Osaka

April 9-29.★ Osaka Int'l Trade Fair. Biennial. Osaka Int'l Trade Fair Commission, Honmachi,-Bashi, Higashi-Ku.

Tokyo

April-May 1965. Tokyo Int'l Fair. General. Biennial. Tokyo Metropolitan Government, 1, 3chome, Marunouchi, Chiyodo-ku, Box 1201.

Nov. Int'l Book Exhibition. 36-38 Southampton St., London W.C. 2.

Libya

Tripoli

Feb. 28-March 20.★ Int'l Industrial Commercial & Agricultural Fair. General. P.O. Box 891.

Luxembourg

Luxembourg

May 28-June 7. Int'l Trade Fair. General. Consumer Goods. Halls d'Exposition.

Mali

Bamako

March 15.★ U.S. solo exhibit. Office of Int'l Trade Promotion, U.S. Dept. of Commerce, Washington, D.C. 20230.

Malta

Valletta

July 1-15. Int'l Trade Fair. General. Malta Trade Fair Corp., Exchange Bldgs.

Mexico

Veracruz

March 21-29. Commercial, Industrial, Agricultural & Travel Fair. Zamora 73, Altos.

Villahermosa

April 20-30. Regional, Agricultural, Live-

stock, & Industrial Exposition & Fair. Lic. Mario Brown Peralta, Palacio Municipal.

Morocco

Casablanca

April.★ Casablanca Int'l Fair. General Rue Jules Mauran.

Netherlands

Amsterdam

Jan. 6-9. National Trade Fair for Hotel, Restaurant, Cafe & Associated Operations—HORECAVA. RAI-Gebow N.V., Europaplein 8.

Jan. 20-25. Agricultural Machinery Exhibition (Het Landbouwwerktuig). Biennial. Europaplein 8.

Feb. 6-16. Int'l Exhibition of Commercial Vehicles. Biennial. De Rijwiel-en-Automobiel-Industries RAI, Europaplein 8.

Feb. 28-March 7. Int'l R.A.I. Exhibition of Motorcycles, Scooters, Bicycles, and Motorized Bicycles. Biennial. De Rijwiel-en-Automobiel-Industries, Europaplein 8.

Feb. 1965. Int'l Automobile Show. Biennial. Rijwiel-en-Automobiel-Industries, Europaplein 8.

March 17-26. HISWA-Watersports Exposition. Europaplein 8.

April 14-21. Int'l Packaging Exhibition—MACROPAK. Biennial. Royal Netherlands Industries Fair, Vredenburg, Utrecht.

May 1-10. Int'l Household Fair. Huishoudbeurs, P.C. Hooftstraat 154.

May 26-30. Automotive Equipment Fair —AUTOVAK Fair Management.

Sept. 1965. Int'l FIRATO Exhibition. Radio, television and electronics. Biennial. Secretariat F.I.A.R., Emmalaan 20.

The Hague

Sept. 29-Oct. 9. Ideal Home Exhibition. Maurilskade 49.

Utrecht

Jan. 6-10. Winter Leather Goods & Luggage Fair. Vredenburg.

March 9-17. Int'l Technical Fair. 11 Manchester Square, London W. 1., England.

March 9-17★*; Sept. 14-22.* Int'l Trade Fair. General. Semi-annual. Technical & Consumer Goods. Vredenburg.

April-May. Int'l Shoe Fair. Vredenburg Sq.

Sept. 7-11. ROKA Foodstuff Exhibition. Biennial. 132 Nieuwe Binnenweg.

Oct. 1965. HET Instrument Fair. Biennial. Sparrenlaan 2. Soest.

Nov. 1965. Machinery & Equipment Fair —MACHEVO. Biennial. Royal Netherlands Industries Fair.

New Zealand

Auckland

March 13-31. New Zealand Easter Show. Fair Management, Auckland.

Wellington

Aug. 20-Sept. 5. Int'l Trade Fair. General. Triennial. Box 6141.

Norway

Oslo

April 3-12. Int'l Motor Show. Auto Manufacturers Assn.

Peru

Lima

Oct. 1965. Pacific Int'l Trade Fair. General. Biennial. Av. Nicolas de Pierola 742, Edificio Internacional 702.

Poland

Poznan

June 7-21.★ Poznan Int'l Fair. General. 4 Glogowska Str.

Portugal

Lisbon

June 9-23. Int'l Trade Fair. General. Portuguese Industrial Assn., Avenida de India.

Oporto

July 8-31. Int'l Textile Fair. Textiles, textile machinery and related products. Associacao Industrial Portuense, Rue de Mousinko de Silveria, 228.

Rhodesia, Nyasaland (Fed. Of)

Bulawayo

April 23-May 2. Central African Trade Fair & Exhibition. General. P.O. Box 3384.

Scotland

Glasgow

Feb. 3-7. Scottish Social & Industrial Medicine Conference & Exhibition. Maclaren Exhibitions, Ltd., 7 Grape St., London, W.C.2.

Feb. 11-15. Scottish Dairy Show. Glasgow Agric. Society, 82 Gordon St.

April 7-18. Scotland's Food Exhibition. Scottish Trades Markets & Exhibitions, Ltd., City Hall, Deansgate, Manchester 3, England.

Sept. 3-19. Scottish Industries Exhibition. Quinquennial. 2 Moodside Terrace.

Nov. 9-14. Scottish Licensed Caterers & Allied Trades Exhibition. Renova Exhibitions, Ltd., 24 Middle St., Brighton, Sussex, England.

South Africa, Republic Of

Johannesburg

March 17-30. Rand Easter Show & Industrial Exhibition. General. Showgrounds, Milner Park.

Spain

Barcelona

Feb. 28-March 8. Int'l Nautical Fair. Av. de la Reina, Maria Cristina.

June 1-15.★ Int'l Samples Fair. General. Palacio No. 1, Avenida de la Reina, Maria Cristina.

Bilbao

March 3-12. Machine Tool Fair. National. Aptdo. 468.

Aug. 11-31. Bilbao Trade Fair. General. National. Aptdo. 468.

Murcia

March 25-April 10. Int'l Canning Fair. Feria Internacional de la Conserva y Alimentación.

Valencia

Feb. 14-23. Valencia Children's Clothing & Toy Fair. Aptdo. 476.

May 1-20. Int'l Samples Fair. General. Llano del Real, 2, Aptdo. 476.

Zaragoza

Oct. Zaragoza National Samples Fair. General. 18 Pral, Don Jaime 1.

Surinam

Paramaribo

Oct. Surinam Trade Fair. General. Gravenstraat 7.

Sweden

Goteborg

Feb. 20-March 1. Swedish Boat Show. Kristellvagen 9, Hagersten.

March 14-22. Artificial Textiles Exhibition. Domestic textiles and bedding materials. Biennial. Svenska Massan.

May 15-24. Int'l Swedish Industries Fair. General. Postgiro 12484.

Sept. Int'l Exhibit of Household Goods. Goteborg's Merchant Assn., Vasagatan 52.

Sept. 5-13. Household of Today. Svenska Massan, Box 3067.

Halsingborg

May-June. Int'l Trade Fair (Expo Oresund). General. Gamla Tullhuset.

Aug. 7-23. Int'l Maritime Exhibition. Hamntorget.

Jonkoping

May 21-31. European Agricultural & Industrial Fair—ELMIA. Rosenlunds-Hallen.

Stockholm

March 11-22. Int'l Boat Show. "Allt for Sjon" Fac, Stockholm 28.

Sept. 2-13. St. Erik's Fair. Consumer goods. Lindingovagen 16-18.

Oct. 2-8. Technical Fair. Capital goods only. Lindingovagen 18.

Switzerland

Basel

March 1-7, 1965. Int'l Exhibition on the Purification of Water & Waste Water. Schweizer Mustermesse.

April 11-21. Swiss Industries Fair. General. Societe Cooperative Foire Suisse d'Echantillons.

Aug. 29-31, 1965. Int'l Hardware Trade Exhibition, INTERFEREX. 61 Clasastrasse.

Oct. 17-22, 1966. Int'l Congress & Exhibition of Laboratory Measurement & Automation Techniques in Chemistry. ILMAC-Schweizer, Mustermesse.

Geneva

March 12-22. Int'l Automobile Show. Case Plainpalais.

Aug. 31-Sept. 9. Int'l Conference on Peaceful Uses of Atomic Energy. Fair Management.

Lausanne

Sept. Swiss National Autumn Fair. Lausanne Tourist Office, 7 Avenue Benjamin-Constant.

Zurich

June 5-14.★ Swiss Import Exhibition. Nordstrasse 20.

Syrian Arab Republic

Damascus

Aug.-Sept. Damascus Int'l Fair. General. 67 Baghdad Ave.

Tunisia

Tunis

Oct.-Nov. Tunis Int'l Trade Fair. General. Avenue Mohamed V.

TESTING, TESTING: U.S. brake testing equipment (above) attracts attention at the 1963 international trade fair in Izmir, Turkey. The 1964 fair will take place Aug. 20-Sept. 20. U.S. firms are invited.

Turkey

Izmir

Aug. 20-Sept. 20.★ Izmir Int'l Fair. General. Kulturpark.

Uruguay

Montevideo

June.★ U.S. solo exhibit. Office of Int'l Trade Promotion, U.S. Dept. of Commerce, Washington, D.C. 20230.

Yugoslavia

Belgrade

May 24-June 2. Int'l Technics & Technical Achievements Fair. Bd. Vojvode Musica 14.

Oct. 10-18. Fashion in the World Clothing Fair. Bd. Vojvode Musica 14.

Leskovac

June 20-28. Int'l Textiles & Textile Machinery Fair. Leskovac, Bore Slankovica, St. No. 5.

Ljubljana

June 6-14. Int'l Timber Fair. Titova 48.

Sept. 5-13. Int'l Wine Fair. Titova 50.

Oct. 12-20. Int'l Fair of Modern Electronics. Radio & Telecommunications. Titova 50.

Zagreb

April 18-26; Sept 5-20.★ Int'l Trade Fair. General. Semiannual. 25 Savska Cesta.

United States

The Department of Commerce is cooperating, at the management's request, with many of the following U.S. fairs to generate foreign buyer attendance.

January

5-10. China, Glass Show. Atlantic City. Little Brothers Shows, Inc., 222 Fifth Ave., New York 1, N.Y.

11-19. Mid-America Boat Show. Cleveland. Press Plaza Center, Cleveland, Ohio.

11-16. Independent Housewares Show. Chicago. 188 W. Randolph St., Chicago 3, Ill.

12-16. National Glass & China Show. Chicago. Shea Expositions Corp., One Gateway Center, Pittsburgh 22, Pa.

13-17. Automotive Engineers Congress & Exposition. Detroit. 485 Lexington Ave., New York 17, N.Y.

13-17. National Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill.

15-26. National Motor Boat Show. New York. National Assn. of Engine & Boat Manufacturers, Inc., 420 Lexington Ave., New York 17, N.Y.

18-25. California Gift Show. Los Angeles. Trade Shows, Ltd., 3510 Council St., Los Angeles 4, Calif.

20-24. Air Conditioning, Heating & Refrigeration Industry Show. Chicago. 1346 Connecticut Ave., NW., Washington 6, D.C.

27-30. Plant Maintenance & Engineering Show. Cleveland. Clapp & Poliak, Inc., 341 Madison Ave., New York 17, N.Y.

27-30. National Auto Accessories Exposition. Chicago. 1 Bala Rd., Bala Cynwyd, Pa.

27-30. Int'l Sign Assn., Exposition. Miami. 182 S.E. Severin Rd., Port Charlotte, Fla.

31-Feb. 9. National Sports & Boat Show. San Francisco. 325 Pacific Ave., San Francisco 11, Calif.

February

1-5. National Automobile Dealers Equipment Exhibit. Detroit. 2000 K St., NW., Washington 6, D.C.

2-5. The Canners Show. Dallas. 7758 Wisconsin Ave., Bethesda, Md.

2-6. Hobby Industry Trade Show. Chicago. Hobby Industries Assn., 200 Fifth Ave., New York 10, N.Y.

2-6. National Sporting Goods Assn. Show. Chicago. 23 E. Jackson Blvd. Chicago 4, Ill.

3-6. Los Angeles Intimate Apparel Show. Los Angeles. 3510 Council St., Los Angeles 4, Calif.

9-11. New England Hardware-Housewares Show. Boston. 665 Boylston St., Boston 16, Mass.

9-11. Gift, China, Glass & Stationery Show. Memphis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

11-16. Kansas Sports, Boat & Travel Show. Wichita. Industrial Expositions Inc., 2810 East Central, Wichita, Kan.

15-23. Washington Int'l Boat & Sports Show. District of Col., 1411 K St. NW., Washington, D.C.

16-20. Allied Gift & Jewelry Show. Dallas. 3832 Wilshire Blvd., Los Angeles, Calif.

20-23. Pacific Automotive Show. San Francisco. 714 W. Olympic St., Los Angeles, Calif.

21-Mar. 1. Int'l. Sports, Vacation & Travel Show. Los Angeles. 3443 South Hill St., Los Angeles 7, Calif.

24-26. American Road Builders Assn. Exhibition. New Orleans. 918 16th St., NW., Washington, D.C.

24-28. National Sand & Gravel Exhibit. Chicago. 1411 K St., NW., Washington, D.C.

28-Mar. 7. Motor Boat & Sportsmen's Show. Philadelphia. 803 1411 Walnut St. Bldg., Philadelphia 2, Pa.

March

3-8. Colorado Sports, Boat & Travel Show. Denver. Industrial Expositions, Inc., 2785 North Speer Blvd., Denver, Colo.

4-11. National Antiques Show. New York. 97 Duane St., New York 7, N.Y.

7-15. Int'l Flower Show. New York. Essex House, 157 West 58th St., New York, N.Y.

8-10. Institute of Appliance Manufacturers Convention & Exhibit. Cincinnati. 2000 K St., NW., Washington 6, D.C.

8-12. Variety Merchandise Fair. New York. 12 W. 72nd St., New York 23, N.Y.

8-13. Int'l Toy & Trade Fair. New York. International Trade Shows, 545 Fifth Ave., New York 17, N.Y.

8-13. Int'l Bicycle Show. New York. International Trade Shows, 545 Fifth Ave., New York 17, N.Y.

9-14. American Toy Fair. New York. 200 Fifth Ave., New York 10, N.Y.

14-18. Int'l Beauty Show. New York. 16 W. 46th St., New York 18, N.Y.

15-18. Home Improvement Products Show. Chicago. 2217 Tribune Tower, Chicago, Ill.

16-20. Western Metal & Tool Exposition & Congress. Los Angeles. Metals Park, Ohio.

20-22. Int'l Stamp Show—INTERPEX. New York. Industrial Exhibitions, Inc., 17 E. 45th St., New York 17, N.Y.

21-29. Chicago National Boat Show. Chicago. 307 North Michigan Ave., Chicago, Ill.

22-26. Philadelphia Gift Show. Philadelphia. 220 Fifth Ave., New York 10, N.Y.

23-26. Int'l Electric, Electronics Engineers Exhibition. New York. Institute of Electrical & Electronics Engineers, Inc., Box A, Lenox Hill Station, New York, N.Y.

31-April 2. Gulf Coast Metalworking Exhibition. Houston, Tex. Metals Park, Ohio.

April

4-12. Int'l Automobile Show. New York. 331 Madison Ave., New York 17, N.Y.

8-12. Int'l Photography Fair. New York. 331 Madison Ave., New York 17, N.Y.

10-19. Philadelphia Travel & Vacation Show. Philadelphia. 845 N. Broad St., Philadelphia, Pa.

20-23. National Packaging Exposition. New York. Clapp & Poliak, 341 Madison Ave., New York 17, N.Y.

20-24. ASTE Tool Show. Detroit. American Society of Tool Engineers, 10700 Puritan Ave., Detroit 38, Mich.

22-Oct. 18. New York World's Fair, 64-65. New York. Box 370, Flushing Meadow Park, Flushing 52, N.Y.

25-28. St. Louis Shoe Show. St. Louis. Arthur H. Gale, Exec. Secretary, 1221 Locust St., St. Louis, Mo.

25-30. National Shoe Fair of America. New York. 210 Lincoln St., Boston 11, Mass.

26-30. National Assn. Men's Sportswear Buyers. New York. 350 Fifth Ave., New York, N.Y.

27-May 1. Foundry Convention & Casting Exhibition. Atlantic City. The American Foundrymen's Society, Golf & Wolf Rds., Des Plaines, Ill.

May

5-7. Materials Handling Institute Eastern States Show. New York. Shea Expositions, Inc., One Gateway Center, Pittsburgh, Pa.

6-9. Detroit Business Show. Detroit. 817 Penobscot Bldg., Detroit 26, Mich.

11-14. Design Engineering Show. Chicago. Clapp & Poliak, 341 Madison Ave., New York 17, N.Y.

11-14. American Mining Congress. Cleveland. 1102 Ring Bldg., Washington 6, D.C.

18-20. Electronic Parts Distributors Show. Chicago. 100 S. Wacker Drive, Chicago, Ill.

18-20. Texas Hospital Assn. Convention & Technical Exhibit Show. Austin. 1905 N. Lamar Blvd., Austin 5, Texas.

21-24. National Office Furniture Assn. Convention & Exhibit. New York. 327 LaSalle St., Chicago 4, Ill.

24-28. Industrial Advertising Exposition. Philadelphia. 4427 Dalmatian St., Houston 45, Tex.

25-28. National Restaurant Show. Chicago. 1530 N. Lake Shore Dr., Chicago 10, Ill.

June

4-7. National Shoe Manufacturers Assn. Factory Management-Conference & Shoe Machinery Show. Atlantic City. 342 Madison Ave., New York 17, N.Y.

7-10. Int'l Book Exhibit. Washington, D.C. 175 Fifth Ave., New York 10, N.Y.

7-11. Confectionery Industries Exposition. New York. 36 S. Wabash Ave., Chicago 3, Ill.

21-25. National Assn. of Retail Grocers Convention-Exhibit. Miami Beach. 360 N. Michigan Ave., Chicago, Ill.

21-26. ASTM American Society for Testing & Materials. Chicago. 1916 Race St., Philadelphia, Pa.

22-25. National Plumbing & Heating Exposition. Philadelphia. 1016 20th St., NW., Washington 6, D.C.

July

13-17. National Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill.

26-29. Gift & Jewelry Show. New Orleans. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

August

9-12. Gift, China, Glass & Stationery Show. Memphis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

17-21. Houston Cosmetic & Gift Show. Houston. 625 Wilson Bldg., Dallas, Tex.

17-27. Laundry & Cleaners Allied Trades Exhibition. New York. 1180 Raymond Blvd., Newark, N.J.

24-27. American Hospital Assn. Exhibition. Chicago. 840 N. Lakeshore Dr., Chicago 11, Ill.

25-28. Western Electronic Show & Convention. Los Angeles. 1435 S. La-Cienaga Blvd., Los Angeles 35, Calif.

September

1-4. National Chemical Exposition. Chicago. 86 E. Randolph St., Chicago, Ill.

6-9. Miami China, Glass, Gift, Jewelry & Stationery Show. Miami. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

10-20. U.S. World Trade Fair. San Francisco. Charles Snitow Organization, 331 Madison Ave., New York 17, N.Y.

12-14. National Electronics Conference & Exhibit. Chicago, 2533 N. Ashland Ave., Chicago, Ill.

15-20. Aerospace Panorama. New York. New York. 1725 de Sales St., NW., Washington, D.C.

19-23. National Exposition of the American Society for Metals. Philadelphia. Metals Park, Ohio.

19-27. Eastern States Exposition. West Springfield. 1305 Memorial Ave., West Springfield, Mass.

22-24. Materials Handling Institute Pacific Coast Show. Seattle. Shea Expositions Corp., One Gateway Center, Pittsburgh, Pa.

22-25. Iron & Steel Exposition. Cleveland. 1010 Empire Bldg., Pittsburgh 22, Pa.

26-30. National Stationery & Office Equipment Show. Chicago. 740 Investment Bldg., Washington 5, D.C.

28-30. Int'l Film Festival of New York. New York. 17 E. 45th St., New York, N.Y.

28-30. American Meat Institute Convention & Exhibition. Chicago. 59 E. Van Buren St., Chicago 5, Ill.

28-Oct. 2. National Hardware Show. New York. 331 Madison Ave., New York 17, N.Y.

October

4-7. Produce Packaging Exposition. New York. P.O. Box 29, Newark, Del.

4-9. Dairy Industries Exposition. Chicago. 1145 19th St. NW., Wash., D.C.

10-25. Texas Int'l Trade Fair. Dallas. P.O. Box 7755, Dallas, Tex.

12-16. Southern Textile Exposition. Greenville, S.C., 322 W. Washington St., Greenville, S.C.

11-14. National Shoe Fair of America. Chicago. Sheraton-Atlantic Hotel, New York, N.Y.

12-14. National Electronics Conference & Exhibit. Chicago. 2533 N. Ashland Ave., Chicago, Ill.

17-20. National Automatic Merchandising Convention Exhibition. Chicago. 7 S. Dearborn St., Chicago 3, Ill.

19-23. Exposition & Technical Congress of the American Society for Metals. Philadelphia. Metals Park, Ohio.

19-24. Business Equipment Exposition. Los Angeles. 235 E. 42nd St., New York, N.Y.

25-28. National Outerwear & Sportswear Show. New York. 347 Fifth Ave., New York 16, N.Y.

26-30. National Safety Congress & Exposition. Chicago. 425 N. Michigan Ave., Chicago 11, Ill.

November

4-6. Northeast Electronics Research & Engineering Meeting. Boston. Box 324, Waltham 54, Mass.

9-12. Int'l Soft Drink Industry Exposition. Chicago. 341 Madison Ave., New York, N.Y.

15-18. Building Materials Exposition. Dallas. Suite 302, Ring Bldg., Washington, D.C.

17-20. Die Casting Exposition & Congress. Detroit. 19382 James Couzens Hy. Detroit 35, Michigan.

27-Dec. 2. Electrical & Home Appliance Show. San Diego. 861 Sixth Ave., Room 406, San Diego, Calif.

30-Dec. 4. Atom Fair. San Francisco. 850 Third Ave., New York 22, N.Y.

December

6-10. National Assn. of Home Builders Convention-Exposition. Chicago. 140 S. Dearborn St., Chicago 3, Ill.

8-11. Agricultural Engineering Exposition. New Orleans. One Gateway Center, Pittsburgh, Pa.

U.S. Fairs 1965

January

25-28. Int'l Heating & Air Conditioning Exposition. Chicago. 480 Lexington Ave., New York, N.Y.

April

13-15. Progress in Electrical-Electronic Equipment Exhibition. St. Louis. 1221 Locust St., St. Louis 3, Missouri.

May

3-7. Knitting Arts Exhibition. Atlantic City. 10 E. 40th St., New York, N.Y.

17-19. Electronic Parts Distributors Show. Chicago. 100 S. Wacker Drive, Room 1702, Chicago, Ill.

September

20-Oct. 1. Production Engineering Show. Chicago. Clapp & Poliak, Inc., 341 Madison Ave., New York 17, N.Y.

25-Oct. 1. American Textile Machinery Exhibition. Atlantic City. P.O. Box 596, Vienna, Va.

October

26-29. Int'l Brewing Industries Exposition. Chicago. 440 N. Wells St., Chicago 10, Ill.

November

2-5. Packaging Machinery Manufacturers Institute Show. Chicago. 480 Lexington Ave., New York, N.Y.

14-18. Int'l Assn. of Clothing Designers. Boston. 12 S. 12th St., Philadelphia, Pa.

29-Dec. 3. Exposition of Chemical Industries. New York. 480 Lexington Ave., New York 17, N.Y.

SPECIALTY FAIRS

The following list indicates those trade fairs which are listed as other than general, and can be classified as having a major item as a subject for display. Readers will find more detailed particulars on the fairs by referring to the main list, which gives the fairs by country and city.

Agricultural

Brussels, BELGIUM; Brisbane, AUSTRALIA; Perth, AUSTRALIA; Graz, AUSTRIA; Klagenfurt, AUSTRIA; Ried, AUSTRIA; Vienna, AUSTRIA; Vancouver, CANADA; Harrogate, ENGLAND; London, ENGLAND; Paris, FRANCE; Berlin, GERMANY; Hannover, GERMANY; Verona, ITALY; Novi Sad, YUGOSLAVIA.

Antiques, Hobbies

Montreal, CANADA; Toronto, CANADA; Blackpool, ENGLAND; London, ENGLAND; Munich, GERMANY; Florence, ITALY.

Audio

Montreal, CANADA; Toronto, CANADA; London, ENGLAND; Lyon, FRANCE; Paris, FRANCE; Amsterdam, NETHERLANDS; Ljubljana, YUGOSLAVIA.

Aviation

Farnborough, ENGLAND; Cannes, FRANCE; Hannover, GERMANY.

Boats, Boating

Melbourne, AUSTRALIA; Toronto, CANADA; Copenhagen, DENMARK; Birmingham, ENGLAND; Cannes, FRANCE; Marseilles, FRANCE; Paris, FRANCE; Berlin, GERMANY; Hamburg, GERMANY; Genoa, ITALY; Goteborg, SWEDEN.

Brewing, Bottling, Allied Trades

Brighton, ENGLAND; London, ENGLAND; Montpellier, FRANCE; Paris, FRANCE.

Building, Construction Machinery Equipment

Copenhagen, DENMARK; London, ENGLAND; Manchester, ENGLAND; Paris, FRANCE; Essen, GERMANY; Munich, GERMANY.

Camping, Sports, Fisheries Industries

Toronto, CANADA; Copenhagen, DENMARK; Herning, DENMARK; London, ENGLAND; Grenoble, FRANCE; Paris, FRANCE; Cologne, GERMANY; Essen, GERMANY; Munich, GERMANY; Wiesbaden, GERMANY; Ancona, ITALY; Amsterdam, NETHERLANDS; Goteborg, SWEDEN.

Clothing, Textiles, Related Products

Dornbirn, AUSTRIA; Brussels, BELGIUM; Aalborg, DENMARK; Herning, DENMARK; London, ENGLAND; Paris, FRANCE; Cologne, GERMANY; Duesseldorf, GERMANY; Frankfurt, GERMANY; Busto Arsizio, ITALY; Florence, ITALY; Naples, ITALY; Oporto, PORTUGAL; Valencia, SPAIN; Belgrade, YUGOSLAVIA; Leskovac, YUGOSLAVIA.

Electronic, Instrumentation, Automation

Montreal, CANADA; London, ENGLAND; Paris, FRANCE; Milan, ITALY; Rome, ITALY; Utrecht, NETHERLANDS; Ljubljana, YUGOSLAVIA.

Engineering

Melbourne, AUSTRALIA; Sydney, AUSTRALIA; Montreal, CANADA; London, ENGLAND; Paris, FRANCE.

Food Products, Machinery

Brussels, BELGIUM; Toronto, CANADA; Aalborg, DENMARK; Birmingham, ENGLAND; London, ENGLAND; Manchester, ENGLAND; Preston, ENGLAND; Blackpool, ENGLAND; Paris, FRANCE; Berlin, GERMANY; Cologne, GERMANY; Dortmund, GERMANY; Duesseldorf, GERMANY; Hamburg, GERMANY; Munich, GERMANY; Parma, ITALY; Amsterdam, NETHERLANDS; Utrecht, NETHERLANDS; Murcia, SPAIN.

Furniture

Fredericia, DENMARK; Lyon, FRANCE; Paris, FRANCE; Cologne, GERMANY; Frankfurt, GERMANY; London, ENGLAND.

Hardware

Montreal, CANADA; Toronto, CANADA; London, ENGLAND; Cologne, GERMANY.

Heating, Air Conditioning, Refrigeration

Toronto, CANADA; Copenhagen, DENMARK; London, ENGLAND.

Homes, Home Furnishings

Sydney, AUSTRALIA; Toronto, CANADA; London, ENGLAND; Manchester, ENGLAND; Preston, ENGLAND; Naples, ITALY; Amsterdam, NETHERLANDS; The Hague, NETHERLANDS; Goteborg, SWEDEN.

Industrial Safety

Toronto, CANADA; Herning, DENMARK; Odense, DENMARK; Nancy, FRANCE; Cologne, GERMANY.

Laundry, Dry Cleaning, Allied Trades

Frankfurt, GERMANY; London, ENGLAND.

Leather, Leather Goods

Montreal, CANADA; Blackpool, ENGLAND; Harrogate, ENGLAND; Leicester, ENGLAND; London, ENGLAND; Paris FRANCE; Duesseldorf, GERMANY; Offenbach, GERMANY; Florence, ITALY; Vigevano, ITALY; Utrecht, NETHERLANDS; Turin, ITALY.

Medical, Chemical, Pharmaceutical

Brussels, BELGIUM; Toronto, CANADA; Quebec, CANADA; London, ENGLAND; Berlin, GERMANY; Cologne, GERMANY; Frankfurt, GERMANY.

Motor (Automotive, Cycles)

Brisbane, AUSTRALIA; Perth, AUSTRALIA; Brussels, BELGIUM; Birmingham, ENGLAND; London, ENGLAND; Paris, FRANCE; Frankfurt, GERMANY; Stuttgart, GERMANY; Milan, ITALY; Turin, ITALY; Amsterdam, NETHERLANDS; Geneva, SWITZERLAND.

Office Equipment, Machines

Montreal, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Duesseldorf, GERMANY; Stuttgart, GERMANY.

Packaging, Materials Handling

Toronto, CANADA; London, ENGLAND; Paris, FRANCE; Cologne, GERMANY; Duesseldorf, GERMANY; Milan, ITALY; Parma, ITALY;

Plastics

Toronto, CANADA; Copenhagen, DENMARK; London, ENGLAND; Oyonnax, FRANCE.

Toys

Melbourne, AUSTRALIA; Copenhagen, DENMARK; Brighton, ENGLAND; Harrogate, ENGLAND; Lyon, FRANCE; Nurenberg, GERMANY.

Rhodesian Federation serene as Dec. 31 dissolution nears

'Business as usual' atmosphere prevails despite many preparatory steps to breakup already taken; economies generally healthy

The third quarter was marked by a growing awareness that the Federation of Rhodesia and Nyasaland will be dissolved on December 31, as evidenced by the number of transitional arrangements already approved in the fields of currency, banking, exchange control and trade.

Nevertheless, there seemed to be a surprisingly prevalent "business as usual" atmosphere which, in many respects, indicated that the public and even the 3 governments had not fully come to grips with the problems relating to dissolution.

The economy remained relatively prosperous at the end of the third quarter. Industrial and agricultural production rose, and tobacco showed record earnings. Retail trade was up in Northern Rhodesia and Nyasaland while remaining firm in Southern Rhodesia.

Foreign trade increased further with a record trade balance registered during the first 7 months of this year. However, the generally sound economy showed some negative signs, such as the persistence of considerable unemployment and a drop in mineral sales.

The index of industrial production showed rising trends in foodstuffs and chemical products with nominal increases in most other sectors. Electricity production continued upward.

In agriculture, tobacco brought record earnings. Sugar made a good showing, and meat and soya bean production registered gains. In the future, all 3 governments are expected to place increasing emphasis on developing this sector.

Mineral output lags

With the exception of copper, which dominates Northern Rhodesia's economy and is fast becoming important to Southern Rhodesia, other minerals, including coal, chrome, and asbestos, made comparatively poor showings. There was a feeling among gold producers that production is becoming increasingly uneconomic in view of present prices.

Last year, copper alone accounted for 53%, by value, of the Federation's total merchandise exports. While efforts undoubtedly will be made in the future to diversify production, there is little doubt that copper will remain the mainstay of Northern Rhodesia's economy in the coming years, since the country's ore reserves represent one-fourth of the world's known copper resources.

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Through July of this year, the Federation had a record high visible balance of trade amounting to $135 million. Exports (including gold) amounted to $355 million compared with $348 million last year, while imports valued at $220 million represented a drop of $19 million from 1962. June and July trade balances were at an all-time high, and at this rate the Federation will have another record balance on visible trade by the end of the year.

As in 1962, the net loss on invisibles, primarily due to heavy investment income payments by Northern Rhodesian mining companies, freight and insurance on merchandise, foreign travel and payments by emigrant workers, is expected to be offset this year by the gain in the visible trade account.

On updating the projections of trade figures for the individual territories after the breakup, it appears that Northern Rhodesia will start off 1964 with a large favorable balance, that Southern Rhodesia will have a slight, favorable balance, and that Nyasaland probably will show a small, unfavorable balance.

Trade with U.S.

Through July, imports from the U.S. (a statistical breakdown on U.S. trade with the individual territories has not yet been published), consisting primarily of machinery and transport equipment, manufactured goods and chemicals, totaled $14.2 million compared with $12.1 million in 1962. During the same period Federation sales to the U.S., principally copper, chrome ore, asbestos, unmanufactured tobacco, and tea, rose from $6.4 million to $13.3 million.

In view of the impending dissolution of the Federation, U.S. businessmen interested in trade and investment in this area should focus their attention not only on Southern Rhodesia but also on Northern Rhodesia and Nyasaland in view of the many changes which are expected to occur in the commercial and economic fields. Heretofore, visitors generally have limited their interest to Salisbury and Southern Rhodesia.

Transitional arrangements

A number of changes in the fields of currency, banking, exchange control and trade have already been approved to take effect immediately following the breakup of the Federation.

The existing legislation on currency, banking and exchange control, with certain necessary modifications, will continue in effect in the 3 territories during a transistional period after dissolution. During this time, the Bank of Rhodesia and Nyasaland will be maintained and will continue to carry out its existing functions. For that matter, the Bank will remain in existence until late 1965 to supervise the orderly transfer of powers to the new Territorial Central Banks.

The Bank will also continue to issue and manage the existing common currency in accordance with the present Banking Act until the new currencies are issued.

The present exchange control legislation will continue in force until the existing currencies cease to be legal tender. At that time, exchange control will be administered by the Bank under the general direction of the Committee of Finance Ministers. Other functions of the

Bank will be transferred to the new Territorial Central Banks as soon as they are in a position to accept responsibility for them.

New frontiers

The Government of Northern Rhodesia recently announced plans to publish customs tariff regulations on January 2, 1964, the day after the dissolution of the Federation. From that time, goods entering Northern Rhodesia from Southern Rhodesia and Nyasaland or those exported to the 2 territories will be liable to customs duties, as will all other imports and exports.

Tourist vehicles, including those entering from Nyasaland and Southern Rhodesia, will require international documentation.

Last September, the Southern Rhodesian Government announced a vigorous policy of selective tariff protection as a major incentive to the development of the counrty's industries for implementation after the breakup.

The Government also stated that after the dissolution Southern Rhodesia would initially suspend duties on all Northern Rhodesia and Nyasaland products except those dutiable at the source.

Southern Rhodesia will continue existing trade agreements at least until they can be revised in an orderly fashion. The territory also desires to continue the Federation's present position under the GATT.

Additionally, Southern Rhodesia has announced its intention of improving the position of goods from Ghana, Nigeria and Sierra Leone and to put them on par with goods from the United Kingdom.

In other fields, it appears that the 2 Rhodesias will cooperate in the railways, power generation and distribution, and probably the airways. Nyasaland, never as closely tied to the Rhodesias as the latter have been to each other, will lead a more separate type of existence.

Exports dipped in October; stay well above 1962 rate

The Census Bureau has announced that seasonally-adjusted U.S. exports were valued at $1,899.2 million during October, 5% lower than the September totals but a whopping 26.6% higher than the export figures for October 1962. The figures did not include $56.8 million in military assistance.

Seasonally adjusted non-military U.S. exports are running about 5% ahead of the 1962 pace through the first 10 months of 1963.

Foreign visitors spent $450 million in U.S. from '61-'63

Travel Service credits private firms for aid to 'Visit USA' drive

More than $450 million was pumped into the domestic economy of the U.S. by pleasure tourists and businessmen from overseas between June 1962 and June 1963.

The Fourth Semi-Annual Report of Secretary of Commerce Luther H. Hodges on the U.S. Travel Service says 1,229,102 tourists and businessmen visited the U.S. from overseas during the 2-year period. This was an increase of 274,993 persons over the number of visitors in the previous 2 years.

Based on an estimated average expenditure of $375 per visitor, the rise in visitors represents an increase of $103 million in money spent in the U.S. by overseas visitors.

"A review of latest data from other 'tourist competitor' nations," the report says, "shows that our present annual rate of growth in incoming travel is running from 5 to 10 percentage points higher than the world average."

Encouraging growth

"This encouraging growth reflects not only work done by USTS and other Government agencies to make this country a more appealing tourist destination, it is equally a tribute to the private travel industry, whose reinvigorated efforts to promote its services to and within the U.S. have contributed much to the initial success of the VISIT USA program."

The report notes that during the reporting period a new "fact book" guide for visitors to the U.S. from abroad was published and more than 2 million copies in 8 languages (French, Spanish, Italian, German, Portuguese, Japanese, Dutch and English) were printed for distribution through U.S. Travel Service offices abroad. The brochure, called "Directions —USA," includes information on travel formalities, accommodations, climate, currency, food, the arts, shopping, tipping, and many other matters of interest to the prospective visitor from abroad.

Other USTS operations discussed in the report include advertising, sales promotion and public relations programs in the major tourist market areas and a domestic program aimed at stimulating interest in the international visitor to the U.S. by acquainting Americans with their role as hosts to travelers from abroad.

Copies of the report are available at 50 cents each from the U.S. Department of Commerce, Office of Sales and Distribution, Washington, D.C., 20230.

U.S. selling more, buying less photo products in '63

Exports of film and photo paper account for 59% of year's sales

U.S. exports of motion picture and photographic products in the first 9 months of 1963 were more than 16% higher than the January-September 1962 total, while imports dropped about 5%.

Based on a compilation of preliminary Census Bureau statistics, the Commerce Department's Business and Defense Services Administration (BDSA) put the 9-month 1963 exports at about $115 million against $98.7 million last year. The respective import figures were $64.5 and $68.2 million.

Exports of still picture equipment and supplies were valued at $83.2 million, against $68.8 million a year ago. Exports of photographic film and paper amounted to $48.9 million, about 59% of the 1963 exports of still picture goods, compared to $40.9 million last year. Exports of still picture cameras and parts, highlighted by much larger shipments of fixed-focus cameras, gained substantially, as did exports of still picture projectors, photocopy equipment, and photographic processing and finishing equipment.

Exports of motion picture films and equipment were valued at $31.7 million, up about 6%. Foreign shipments of 8-mm. cameras and projectors have been much greater in 1963.

Beginning in September, U.S. import statistics are being reported according to the new Tariff Schedule of the U.S. rather than the Schedule A import classifications used in the first 8 months of this year. While the classifications are, in most cases, comparable with previous breakdowns, it is not possible to achieve complete comparability in all cases. However, it is believed that total imports in the first 9 months of 1963 are comparable with the January-September 1962 total.

Italy, world's leading shoe exporter, has little need for U.S. shoes, leather

Although U.S. exports of leather and footwear to Italy in the first 8 months of 1963 were double the quantities shipped in the same months of 1962, they play only a very small role in the Italian leather and shoe industries.

The Italian tanning industry is well equipped to supply almost entirely the domestic requirements for leather, and Italy is probably the world's leading exporter of shoes. In view of this, there appears to be very little opportunity for the U.S. to expand to any appreciable degree its sales of leather and shoes to the Italian market, according to a survey by the American Consul in Florence.

Italian leather production was estimated at 333 million square feet of upper and 26,700 metric tons of sole leather in 1961, and at 342.5 million square feet of upper and 26,800 metric tons of sole leather in 1962.

Although domestic leather production increased in 1962, consumption of this important raw material declined slightly, particularly in industrial and technical leathers.

Italian 1961 leather imports totaled 3,275.5 metric tons valued at 11,424 million lire. In 1962 the volume of imports rose to 4,039.7 metric tons while total value dropped to 10,630 million lire, reflecting increased use of medium and low-quality leather in the shoe industry.

Principal foreign suppliers in 1962 were France, the U.K., West Germany, India, the Netherlands, the U.S., Belgium-Luxembourg, and Yugoslavia.

U.S. statistics show that exports of American leathers to Italy increased from 851,966 square feet in the first 8 months of 1962 to 1,976,408 square feet in the same months of 1963. Glove and garment leathers were the principal types shipped to Italy, although small quantities of practically all types were included in the total.

The Italian tanning industry is in a position to satisfy domestic demand almost entirely. However, a certain amount of leather is imported from other countries, in part because of lower prices and in part because of quality, which type is not domestically produced in adequate quantity.

Drawback

The greatest drawback to expanding sales of U.S. leathers to Italy is the rapid variation in fashion and styling of Italian shoes. This makes it necessary for shoe manufacturers to require frequent changes in the types and colors of leather. As a result, numerous medium and small orders are placed with the tanneries.

The Italian tanning industry, still retaining the characteristic of handicraft production, can easily adapt itself to these variations in demand. It would be more difficult for the larger U.S. tanning firms to adapt themselves to these special requirements of the Italian market.

Italian production of nonrubber footwear in 1962 has been estimated at from 90 to 100 million pairs, of which 80 million were all-leather shoes. This is about 10 million pairs higher than 1961.

Domestic consumption is estimated at from 53-58 million pairs. Per capita consumption is estimated at just slightly over 1 pair annually.

Italian imports of footwear are negligible, and amounted to only 456,768 pairs in 1962 and 393,914 pairs in 1961. Most of these are low-priced footwear from Hong Kong and Japan.

U.S. statistics show that exports of footwear to Italy in the first 8 months of 1963 totaled 51,674 pairs and valued at $57,265. In the comparable 1962 period, the U.S. exported 24,459 pairs valued at $37,202.

Although U.S. footwear sales to Italy in 1963 were more than double 1962 sales, these are insignificant compared to Italian sales to the American market.

Italy exported 40 million pairs of shoes in 1962. Because of this, opportunities for increasing to any appreciable degree sales of U.S. footwear to Italy are practically nil.

World Bank group to study Moroccan economic outlook

At the request of the Moroccan Government, the World Bank will send a mission to Morocco in February to study the country's economic potential.

This survey will consist of an analysis of the different sectors of the Moroccan economy and an examination of the economic and financial policies of the country. The World Bank mission will make recommendations concerning Morocco's future development and will propose outlines of an investment program concerned not only with government investment but also with opportunities which might be of interest to domestic and international investors.

Steel trade dipped in September, but record year looms

Canada, India and Pakistan are chief markets; Japan top supplier

U.S. imports of steel mill products declined 13% in September, while exports fell 9%.

Census Bureau figures show that September imports at 476,000 tons were 71,000 tons below August but 191,000 tons higher than September a year ago. Total for the first 9 months was 4 million tons compared with 3.1 million tons in the same period of 1962.

All product classes except concrete reinforcing bars recorded increases in the 9-month period. Sheet and strip imports more than doubled and exceeded exports for the first time. Receipts of tinplate were up 89%, plates 80%, structural shapes 42%, wire rods 25%, and steel pipe and tubing, 21%. It is estimated that the total for 1963 will range from 5.3 to 5.5 million tons—an all-time record and substantially higher than 1962's imports of 4.1 million tons.

Japan remained the principal source of imported steel this year, supplying 1.2 million tons or 35% of total imports for the first 8 months. Imports from Japan are almost double the total for the first 8 months of 1962. Belgium-Luxembourg was second, providing 853,000 tons or 24.3% percent of the total —down 7.6% from the same period in 1962. West Germany, France, the U.K. and Canada supplied most of the rest.

Receipts from Canada rose 22%. This is the second year in which Canadian sales of steel to the U.S. have exceeded its sales to Canada.

Exports, about half of which are financed by AID, dropped to 162,000 tons in September compared to 195,000 tons in July and 178,000 tons in August. For the first 9 months of 1963, exports totaled 1.5 million tons, or 2.6% of industry shipments. The full year's sales abroad are expected to be only slightly over the 2 million tons exported in 1962.

Pakistan, Canada, and India continued as the leading foreign markets for American steel products, accounting together for 49.7% of total exports in the first 8 months of 1963. Sheet and strip, tinplate, structural shapes and steel pipe and tubing continued as the leading exports.

Yemen gets U.S. aid in constructing public water system

Taiz' modern water system named for President Kennedy

A public water system in the Yemen Arab Republic, being constructed with U.S. assistance, will be named the Kennedy Memorial Water System for Taiz.

The new system, to be dedicated early in January, will be the first modern water supply for Taiz, Yemen's second largest city.

AID financing for the project will total $3,678,000, including almost $2 million in U.S. equipment and commodities. Principal items being supplied are special generators now under construction by Fairbanks Morse & Co., pipes, pumps and all electrical components.

The decision to name the installation for the late President Kennedy, adopted with the personal endorsement of Yemen's Acting President General Hassan Al-Amri, was announced at a ceremony earlier this month.

The Taiz construction is part of a water and sanitation project sponsored by AID in that country. The overall project goal is to help the Yemen Directorate General of Health develop its Department of Public Water Supply and Sanitation.

Planning for the project began in late 1961 and a substantial source of underground water was located near the city. An important part of the project is the training of Yemen personnel in management and operation of a water department, as well as in construction, operation and maintenance of a water system. Two employees have been in the U.S. for three months studying water system engineering management.

This water system, expected to be completed in December, 1965, will supply the city with one million gallons of fresh, filtered water daily.

Tariff Commission institutes probe on watch movements

The U.S. Tariff Commission, on its own motion, has instituted an investigation in connection with the preparation of advice to the President, pursuant to section 351(d)(2) of the Trade Expansion Act of 1962, with respect to watch movements.

The Commission advises the President of its judgment of the probable economic effect on domestic industry concerned of the reduction or termination of increased import restrictions imposed under the escape-clause procedure.

In 1954 increased duty rates were imposed upon imports of watch movements by Presidential proclamation, following an investigation by the Tariff Commission under section 7 of the Trade Agreements Extension Act of 1951.

A public hearing in connection with the investigation will be held beginning May 12, 1964. Persons desiring to appear and be heard should notify the Secretary of the Commission, in writing, at least theree days in advance of the date set for the hearing.

Jamaican water systems get increased U.S. assistance

Some 80,000 Jamaicans served by five major rural water supply systems will benefit from U.S. assistance under an agreement announced by the Agency for International Development.

Seventy percent of the AID funds will be used to procure materials, equipment and services in the United States; 30 percent will be used to assist the Jamaican government in financing local costs of this project.

AID will lend 1.5 million dollars to help modernize and expand the water systems of May Pen-Palmetto Pen, Linstead-Ewarton-Bog Walk, Port Maria-Oracabessa, Falmouth and Hopewell-Sandy Bay. Thirty neighboring villages of these major communities will also be served. The new systems are designed to meet demands for domestic and industrial water supplies in the area served for the next 20 years.

The new accord supplements AID's August 1962 loan agreement with Jamaica for 2.2 million dollars. The entire loan of 3.7 million dollars represents about two-thirds of the capital costs of the project; the remaining one-third is being financed from Jamaican sources.

AID funds will help to build new pipelines, reservoirs, treatment plants, booster pumping stations, deep well pumps, intake works and 120 miles of distribution mains.

The loan agreement calls for repayment within 40 years, with an annual credit fee of ¾ of one percent.

Alliance for Progress grants two loans to Central America

Fund allotted for home-financing, road planning, industrial study

Two Alliance for Progress loans will help Central Americans buy homes, plan roads and study possibilities for industrial plants.

The loans, totalling $12.5 million were extended to the Central American Bank for Economic Integration (CABEI) by the Agency for International Development.

The larger of the two loans—a credit for $10 million—will help CABEI establish an autonomous home loan department. The funds will be used as a source of secondary financing for home mortgage institutions in the Central American Common Market countries.

The other loan—$2.5 million—will be used to finance economic and technical studies of projects considered important for regional economic integration. The funds will be used to finance studies of proposed industrial plants, highways and other public works.

None to Honduras

None of the U.S. funds supplied under these agreements can be used in Honduras while the suspension of the U.S. aid program remains in effect. Other bank members are Guatemala, Nicaragua, El Salvador and Costa Rica.

The new CABEI department is expected to:

a) help the participating republics overcome a serious housing shortage;
b) encourage the creation of savings and loan associations;
c) assist the construction industry with incentives for standardizing materials, reducing costs and stabilizing employment;
d) provide decent housing for Central Americans who could improve their status if adequate housing were available.

The new department will purchase up to 80 percent participations in mortgages from mortgage-issuing institutions or related financial organizations.

Foreign Government Actions

France frees oranges, reduces citrus duties

The French Government announces the liberalization of oranges imported from the U.S. and other countries of OECD (Organization for Economic Cooperation and Development) during the seasonal period, October 1 to June 14 inclusive.

Simultaneously, customs duties were reduced temporarily for imports from the U.S. and other non-EEC (European Economic Community) nations on certain citrus fruits for different time periods.

The new temporary ad valorem duty rates, with normal rates in parenthesis, are:

a) Fresh and dried oranges, October 16 to March 14, 1964, 20% (30.5%); March 15 to 31, 1964, 20% (22%); April 1 to June 14, 1964, 15% (22%).

b) Fresh and dried tangerines and clementines, until June 14, 1964, 20% (30.5%).

Customs duties applicable to EEC nations were reduced to 10% for the same time periods.

Investment policy defined by Congolese Government

In a circular announcement Congo (Leopoldville) Prime Minister Cyrille Adoula recently defined his government's policy toward foreign investment.

The main features are:

1) investment by foreign newcomers must be made entirely in foreign exchange or in imports;

2) established firms and Congolese citizens may invest their Congo earnings and have access to foreign exchange and that medium-term credit should be obtained for such local investments;

3) all investments must receive government approval.

This statement will serve as the basis for the approval of investments and the granting of Congolese foreign exchange resources for these investments. A more detailed and formal investment code is still in the draft and discussion stage.

UAR levies additional tax

The United Arab Republic has instituted an additional tax on all dutiable goods imported or exported. This tax amounts to 3 percent of the basic customs duty.

FOREIGN CONTRACT AWARDS

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

CHINA—Teletype Corp. through its representative awarded contract by the Central Trust of China Purchasing Department for supply of various **telegraph, teletype apparatus attachments.**

MOROCCO—Radio Corporation of America awarded contract to supply six one-kilowatt medium wave **radio transmitters** by the Ministere de l'Information de la Jeunesse et des Sports.

PHILIPPINES—The Superintendent, City of Basilan City Electric Light System awarded contract to supply one 400-500 KW **diesel generating unit** to the U.S. Industries Worldwide Corp., Baltimore, Md.

THAILAND—Two U.S. firms, the Technical Material Corp., Mamaroneck, N.Y., and Wind Turbine Co., West Chester, Pa. awarded contract by the Post and Telegraph Department, Bangrak, Bankok for the supply of **HF and ISB Radio communication system and transmitting and receiving antennae** at value of $136,000.

VIETNAM—Contract for supply of **electronic tubes** awarded by the Central Purchasing Authority, Saigon, Calvert Electronics of New York.

Kentron, Hawaii, Ltd., awarded contract to supply **full equipment for electronic laboratory** by Central Purchasing Authority, Saigon.

For details . . .

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

New gas price schedule announced in Netherlands

The price schedule for the natural gas discovered a few years ago in Groningen Province, Netherlands, has just been announced.

The gas, produced at an estimated cost of $0.009 to $0.011 per cubic meter, will be distributed by the Netherlands Gas Union to municipalities at a wholesale price of $0.017 to $0.018 per cubic meter.

The price of export gas might be slightly lower than the domestic wholesale price since it will not have to enter the Netherlands distribution system.

The composition of the gas is reported to be slightly over 80 percent methane, 15 percent nitrogen, and 2.7 percent ethane, with small amounts of propane, butane, and heavier hydrocarbons. The gas is "lean," relatively water-free, noncorrosive and contains no sulphur.

The latest official estimate places Netherlands gas reserves at 1.1 trillion cubic meters, which is substantially higher than earlier estimates. Further exploration may raise this figure.

Germany establishes quota on U.S. cocktail cherries

West Germany has established a quota of unannounced size for imports of cocktail cherries and Maraschino cherries from the U.S. and Canada.

These cherries must be in glass jars containing up to 8 oz. Import licenses may be applied for until the value limit has been reached, but not later than June 30, 1964.

Licenses will be valid until June 30, 1964; the first day of customs clearance is Jan. 1, 1964.

Import deposit raised

Turkey has raised the guarantee deposit requirements for imports to be made from the Liberalized List under the Eleventh Import Quota (July-December 1963).

The action, which went into effect November 18, is an increase from 20 to 40 percent for industrialists and from 30 to 50 percent for other importers.

The advance payment required on cash transactions has also been raised from 50 to 80 percent.

LOCAL MARKET ON UPSWING

Venezuelan firms seek licenses to make refrigerators, toys, drugs

Three Venezuelan firms offer licensing opportunities to U.S. businessmen to help produce commercial refrigeration equipment, toys, and pharmaceuticals in that country.

Sabal & Cia., C.A., Avenida Voltaire, Colinas de Bello Monte, Caracas, Venezuela, an important Venezuelan distributor of electric appliances with sales outlets throughout the country, is interested in a licensing agreement on royalty basis with a U.S. manufacturer of commercial refrigeration equipment. The company wants to obtain the rights to use U.S. trade names and styles along with required technical assistance.

The company has an affiliate presently engaged in the manufacture of a line of commercial refrigeration units and metal kitchen furniture, but would like to expand its activities to include reach-in units, display consoles, and similar equipment for grocery stores and supermarkets. Present production capacity is 300 display consoles per month, working one shift of 8 hours. The plant is modernly equipped with metal-working machinery, enameling furnace and test apparatus. The market for commercial refrigeration equipment is estimated currently at over 4,000 units annually and the outlook is for a considerable increase.

Although Sabal & Cia. would like to reach an agreement on a royalty basis, the type of return to be expected by the U.S. company is open to negotiation. Should it wish, the U.S. licensor may take part in the company's management, especially technical supervision. This point is also open to negotiation. The local company is well managed, has an excellent sales organization and has a staff of well-qualified and competent employees.

Prospective U.S. licensors are invited to write direct to the Venezuelan firm at the address indicated above.

Dollmaker

Bambolino C.A., Apartado 10710, Caracas, Venezuela, a small manufacturer of wooden toys and felt and cloth dolls, is interested in a licensing arrangement, on a royalty basis, to manufacture or assemble U.S. toys locally.

The company presently assembles some toys from imported metal and plastic parts. The plant has 12 workers, and the company has its own retail outlet in downtown Caracas, but sells mainly throughout the country with the aid of traveling salesmen.

The firm is small and with limited facilities, but for more complicated manufacturing processes, the company is ready to accept foreign capital investment. Coupled with the general industrialization trend in Venezuela, there is a strong campaign favoring locally produced toys. In addition, local toy manufacturers are pressing for new protective measures. The outlook for the toy manufacturing industry therefore appears favorable.

Write direct to the firm at the address indicated above.

Drug producer

Laboratorios Quimicos Nacionales "QUINAC" C.A., Apartado 9519, Caracas, Venezuela, is interested in the local manufacture of pharmaceutical specialties and patent medicines under license by U.S. manufacturers.

The company is one of the best known local pharmaceutical laboratories. Established in 1941, it presently produces vitamin products, antibiotics, sedatives, therapeutic and prophylactic medicines and dietetic products. It is also producing patent medicines of its own formula and some under licenses granted by a Belgian and a Norwegian concern.

The company's sales area comprises all of Venezuela and the products reportedly enjoy a good reputation. With increasing import restrictions and offers by the local drug manufacturers to produce over 90% of all patent medicines needed in the country by 1964, this licensing opportunity provides excellent prospects for any U.S. company desiring to maintain its present share of the Venezuelan market.

The type of agreement is open to negotiation. The firm has a good local reputation and is reported to have excellent quality control facilities, as well as a qualified staff. For further information write to the above address.

German concern offers to represent U.S. producers

A German firm is seeking a U.S. manufacturer interested in licensing or having exclusive manufacturer's representatives in Germany or the Common Market in a number of fields.

These include **(a)** steel structures, such as bridges; containers of all kinds, particularly fuel oil containers, spherical tanks, pipe lines for all purposes of steel, plastic or other special materials; **(b)** air-conditioning equipment, aerating and ventilating equipment, air heaters, exhaust equipment; **(c)** water conditioning equipment, circulation filtering equipment and equipment for cooling, dehardening, de-salting and desilicating water; **(d)** plastics of all kinds for industrial purposes.

Write to DSD Dillinger Stahlbau GmbH, 176 Karl-Rudolf-Strasse, 4 Duesseldorf.

Special tube cap license open to U.S. company

A German manufacturer of tube caps seeks a U.S. firm to produce a plastic self-sealing tube cap under license. The cap can be manufactured as a component of all types of tube containers, such as tubes for tooth paste and cosmetic creams.

Some of the cap's major features are:

1. U.S. patent exists.
2. No unscrewing or screwing is necessary.
3. Cap cannot get lost.
4. Tube contents cannot become dry or unusable.

Additional information may be obtained from the Bureau of International Commerce, Office of International Investment, File 1195, Department of Commerce, Washington, D.C. 20230.

SWISS WANTS PAINT LICENSE

Paint manufacturer interested in licensing arrangement with U.S. paint manufacturer as supplement to his present business. Schweizer & Cie, Thun (BE).

SEEKS POLYETHYLENE LICENSE

An Austrian dealer in major appliances seeks a U.S. license to manufacture polyethylene sheets used in making covers for large appliances, also for laminating steel and aluminum.

Contact Dipl. Ing. Johann Klein, Lichtenfelsgasse 7, Vienna I.

Interest in AID's investment survey program perks up

Rate of new survey agreements doubles in current fiscal year

U.S. businessmen are showing increasing interest in overseas investment opportunities.

The Agency for International Development, which administers the investment survey program, announced it is now participating with private firms in 59 studies to explore private business possibilities in Latin America, the Near East, Asia and Africa.

The monthly rate of investment survey agreements signed by AID and U.S. businessmen has more than doubled during the current fiscal year as compared to last year, according to AID's Office of Development Finance and Private Enterprise, which conducts the program.

Under the program, AID helps private industry investigate specific commercial opportunities that would also contribute to economic growth in friendly developing countries. The agency does this by underwriting up to 50% of the cost of such business surveys.

AID pays its share of the costs only if the firm decides not to go ahead with the venture after the survey is completed. In that event, the survey report becomes Government property and may be made available to other prospective investors.

On the other hand, if the firm decides to proceed with the venture, it assumes all the expenses of the survey and retains all rights to the information derived from the investigation.

Gathering momentum

The program's gathering momentum in its second year of operation is shown by the 29 survey agreements signed by AID with business firms during the first 5 months of the current fiscal year (July through November), compared to 30 signed during the 13 months that ended June 30. The first agreement was signed in June, 1962.

Since the agreements for AID participation allow the prospective investor a reasonable period of time to decide whether to make an investment as a result of a survey, it will be some time before results of the investment survey program can be substantially gauged.

Of the 12 surveys which have been completed, however, 2 have so far resulted in positive decisions by the sponsoring firms to proceed with the proposed investments, and several others have indicated they probably will go ahead.

In most cases, the survey costs are relatively small. AID's maximum share of the expenses of surveys approved thus far averages less than $12,000, including a few with maximum AID participation of less than $1,500.

However, many corporations operate on tight budgets with respect to surveying new venture possibilities, and the availability of AID financing for half the costs may make the difference between a firm's decision to explore a possible venture overseas, and a decision to give it up.

Relatively small amounts

The relatively small amounts underwritten by AID for the surveys also reflect the emphasis of the program on assistance to medium sized firms with less contact and experience overseas, whose interest in going into a foreign venture may be marginal. Many larger firms, especially those experienced in overseas operations, often do not need the support offered through the survey program.

Furthermore, the relatively small investment involved in financing a survey may represent highly "leveraged" seed capital. For example, a survey being conducted in Pakistan with maximum AID cost of $37,500 could open the way to a $7 million investment.

This and similar investments in various parts of the developing world can bring with them the managerial and technical skills of U.S. private enterprise and contribute to economic development, without adversely affecting the U.S. balance of payments. AID officials explain that the company studying the venture in Pakistan intends to make its proposed investment in the form of U.S.-manufactured equipment and materials, rather than dollars, in exchange for an equity share of the foreign business.

U.S.-owned local currency is available on a loan basis to cover local expenses. Dividends from the equity investment will be a positive contribution to the U.S. payments balance in the future.

Help for investors

Are you considering investment in emerging world areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area Code 202, WOrth 7-4065.

Public works construction venture wanted in France

A firm engaged in public works construction seeks a joint venture with a U.S. firm engaged in related activities. It is interested in new construction techniques, methods or processes, as well as new engineering licenses or patents.

Marchand-Botella, S.A., Avenue de l'Aeroport, Parc Industrial, Merignac (Gironde) France.

Austrian offers license for electric wall dryer

Manufacturer of electrolytic wall dryer for new and old buildings (with wire imbedded in wall served by central plant) offers U.S. firm license to manufacture and distribute. Manufacturer has patent.

Additional information may be obtained from the Bureau of International Commerce, Office of International Investment, File 1192, Department of Commerce, Washington, D.C., 20230.

WANTS TO MAKE U.S. PAINTS

U.S. license is sought by Swiss paint manufacturer to produce specialty paints for building trades and industrial uses. Schmid, Rhyner AG, Pumpwerkstrasse, Adliswil (ZH).

PREFAB LICENSE WANTED

Manufacturer desires U.S. license or joint venture to produce prefabricated town and country houses, and precut residences of permanent types.

Contact Etablissements Roquefort et Ferrasse, 167-169 Avenue Jean-Jaures at Agen (Lot-et-Garonne), France.

Tunnel construction tenders to be invited by Australia

The Snowy Mountains Hydro-Electric Authority (SMA) has announced that it intends to invite tenders for the construction of a tunnel between the Jindabyne and Island Bend reservoirs.

Firms interested in tendering for the contract are invited to register with SMA before January 6, 1964. Applications for registration, in letter form, should describe previous achievements and experience in this type of work and indicate the financial strength of the firm. They should be addressed to the Business Manager, Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North, N.S.W., Australia.

The project will include excavation of a horseshoe-shaped tunnel, 12 feet 8 inches high, 12 feet wide, and approximately 32,360 feet in length, partial concrete lining of the tunnel, installation of steel liner and pipeline, and construction of a reinforced concrete and concrete block valve house and dissipator structure. SMA intends to invite tenders on or about January 17, 1964, with a bid deadline on or about April 27, 1964.

Tender documents, including plans and specifications will be sent to firms, free of charge, with their invitations to tender.

Three tenders for hardware issued for bids by Burma

The Chairman, Civil Stores Committee (1), St. John's Road, Rangoon has announced three tenders for hardware with a bid deadline of January 13, 1964.

Tender No. GH/113/G-11/(63-63) calls for 800 hand operated, grinding machines.

Tender No. GH/117/G-11(63-63) calls for 100 sets of knapsack type portable drills (30 sets of ¼" capacity, 40 sets of ⅜" capacity, and 30 sets of ½" capacity).

Tender No. CS/25/G-1(63-64) calls for 10,103 gross of screws of various types and sizes: 3 gross of brass screws with nuts, 3 gross of brass nuts, 5 cwts of coach screws, and 1 ton of staples.

A copy of each tender is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA. Rm. 4022, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

UAR project deadline changed

The bid deadline for the polyacrylic fiber plant for Cairo, Tender No. 17, has been changed from April 1, 1964 to January 4, 1964. (INTERNATIONAL COMMERCE, December 2, pg. 43).

Pipe installation bids invited by Nicaragua

The Managua Water Company invites bids on the installation of 3,100 meters of 24" iron pipe, 600 meters of 16" iron pipe, and 110 meters of 12" iron pipe along with accessories. The project will be financed by the International Development Association, which must approve the contractor.

Each bid must be accompanied by a certified check for 10 percent of the value of the bid, or a guarantee issued by an insurance company acceptable to the Managua Water Company. The company whose bid is accepted must submit guarantee of compliance equal to 25 percent of the value of the contract. No bid deadline is specified.

Specifications may be obtained from the Empresa Aguadora, Managua, or the office of Hoyen and Sawyer, Edificio Guerrero Pineda, 7a Calle y 2a Avenida S.O., Managua for 50 cordovas ($7.15).

Italy calls for supplies for NATO infrastructure project

The Italian Ministry of Foreign Affairs has announced NATO Infrastructure project No. 9993, calling for the supply and installation of 4 HF/SSB 5 KW transmitters and 6 receivers and associated equipment.

Firms interested in bidding on this project should indicate their interest and complete the qualification information form before February 9, 1964. These should be submitted to the Ministero Difesa-Aeronautica, Ispettorato Telecomicazioni ed A.V., Uffico NATO-UEO, Viale Castro Pretorio, Roma.

Copies of the announcement and the form are available to firms located in the U.S. on a short term loan basis from the Electronics Division, BDSA-308, Room 4119, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4036).

UAR requests bids for 17 sets of drainage pumps

The General Desert Development Organization, 70 Goumhoria Street, Cairo has announced a tender for the complete supply of 17 sets of drainage pumps.

No bid deadline has been established.

The materials requested are to be portable, dewatering diesel pump sets of the self-evacuating type for drainage of culverts and streams.

The diesel engine should be of the four stroke, solid injection cold starting type; and the pumps should be either of the propellor or centrifugal type, directly coupled to the engines.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA Rm. 4022, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Radio beacon sought

Tender No. 253/63, issued by the Civil Aviation Administration, calls for furnishing one VHF omnidirectional radio range, dual, 200 watt.

The deadline for submission of tenders is February 4, 1964.

Copies of the tender form and specifications are available to firms located in the U.S. on a short term loan basis from the Electronics Division, BDSA-308, Room 4119, Department of Commerce, Washington, D.C. 20230.

H. F. transceivers needed

The Civil Aviation Administration has issued Tender No. CAQ 239/63 calling for the supply of 7 H.F. radio transceivers operating in the 2-16 mc. frequency range, and with a power output of at least 100 watts P.E.P. on SSB, or 25 watts on unmodulated carrier. The equipment shall be suitable for operation from 230V AC, or 12 V.D.C.

The deadline for the submission of tenders is January 20, 1964.

Copies of the tender form and specifications may be obtained from the New Zealand Senior Trade Commissioner, 1145 19th St., Washington, D.C. 20036. They are also available to firms located in the U.S. on a short term loan basis from the Electronics Division, BDSA-308, Room 4119, Department of Commerce, Washington, D.C. 20230.

Computing equipment requested

The Controller, Stores & Contracts, Postmaster-General's Department, 7th Fl., 114 Russell St., Melbourne, C.1, Victoria, Australia, has issued Schedule No. C.9390, with a bid deadline of January 14, 1964, for input data preparation and data transcription machines, equipment for handling source documents and continuous stationery output by the computer, and equipment for transporting magnetic tape reels.

Tenders should quote unit prices applicable to orders for each quantity within the stated range of order-size.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, BDSA-311, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3518).

Thailand wants equipment for highway repair parts

The Highways Department, Phya Thai, Bangkok, Thailand, has issued tenders for repair parts, as well as tires and tubes.

Tender No. Sor. 18/2507, with a deadline of January 6, 1964, calls for 155 items of repair-replacement parts (various quantities each) for International Harvester TD-20 series B tracklaying tractor.

Tender No. Sor. 17/2507, with a deadline of January 3, 1964, for 258 sets tires and tubes, various sizes and ply, ordinary tread.

A copy of these tenders is available on loan to firms located in the U.S. from the ACME Division, BDSA-320, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4318).

Bid deadline extended for refinery modernization

Yacimietos Petroliferos Fiscales (Argentina State Oilfields) has extended the bid deadline for modernization of the La Plata Refinery from December 16 to February 18, 1964. (see INTERNATIONAL COMMERCE November 18, p. 37).

Crane bid deadline is extended by India

The Superintending Engineer/Technical (Civil), Madras State Electricity Board, Madras 2, has announced that the bid deadline for Tender No. C939 has been extended from December 18 to January 10, 1964, (INTERNATIONAL COMMERCE—November 4, pg. 47).

The tender calls for the supply and erection of a 100-ton electrically operated overhead-travelling crane.

Specifications are available from the Superintending Engineer against payment of $10.75, plus $2.10 to cover registered book post air-mail charges.

One copy of the tender is also available on loan to firms located in the U.S. from the GIEC Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-5589).

Norwegian Government lifts coffee import restrictions

The Norwegian Government has announced the removal of restrictions on imports of coffee.

Although the lifting of controls on coffee imports is not expected to have any immediate effect on consumption or sources of supply, it is believed that energetic attempts will be made to enlarge the market for canned roasted coffee.

There also appears to be an increasing trend towards the use of instant coffee which offers a favorable outlet for U.S. producers of such coffee, according to the American Embassy in Oslo.

Burma needs belt conveyors

The Chairman, Civil Stores Committee (1), St. Johns Road, Rangoon has announced Tender No. NIV/69/G-3(63-64), bid deadline January 16, for eleven belt conveyors.

The conveyors should be of a horizontal portable type capable of transporting 100 tons of cement bags per hour with a conveyor belt of duck rubber with a saw tooth shaped surface in cross section. The conveyors should be 35 feet in length, 3.5 feet in width with a belt width of 2 feet.

A copy of the tender is available on a short term loan basis to those firms domiciled in the U.S. from the GIEC Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Late Leads

Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complimentary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

PHILIPPINES—Raw cotton and sizing materials. Direct purchase. Filtex International Corp., (importer, wholesaler, retailer, manufacturer), Mayapis Ave. corner Yakal, Makati, Rizal. WTD 10/5/63.

013 Livestock Farms

ITALY—Baby chicks. Umbria Verde-Mangimi, (importer, manufacturer), Vic. Campitello 109, Terni.

147 Chemical, Fertilizer Mineral Mining

PHILIPPINES—Fluorspar. Union Glass and Container Corp., (manufacturer), E. Rodriguez, Jr. Ave., Barrio Ugong, Pasig, Rizal; P.O. Box 2465, Manila. WTD 8/24/63.

202 Dairy Products

SWEDEN—Ice cream powder. Direct purchase and agency. Soren Berlin, (wholesaler, agent), Kanaltorgsgatan 2, Goteborg C. WTD 12/9/63.

204 Grain Mill Products

IRAQ—Patna or blue bonnet rice; hard wheat for flour making. Abdul Imam H. Mahawi, (importer, wholesaler, retailer), P.O. Box 61, Basra. WTD 11/26/63.

ITALY—Raw materials used in making feedstuffs for poultry and other farm animals. Umbria Verde-Mangimi, (importer, manufacturer), Vic. Campitello 109, Terni.

206 Sugar

KENYA—Sugar cane molasses about 8,000 l.t. per annum manufactured in our own sugar factory (brix 86 and total sugars 48) at an agreed price. The Secretary, Miwani Sugar Mills, (Kenya), Ltd., P.O. Miwani. WTD 9/3/63.

208 Beverage Industries

UPPER VOLTA—Bourbon whiskey; importer, wholesaler, retailer, wants to act as Upper Volta agent for a manufacturer of quality Bourbon. Direct purchase and agency, requests replies in French. Ste. des Anciens Etablissements A. Reymond, Boite Postale 31, Ouagadougou. WTD 10/11/63.

209 Food Preparations

NEW ZEALAND—Refined soya bean oil of a quality for alkyd resin manufacture. Mr. R. G. Pryde, Manager, Swift & Co., Ltd., (commercial, general merchant, importer), Box 1002, Wellington. WTD 2/15/62.

SWEDEN—Binding additives for the food industry. Direct purchase and agency. Soren Berlin, Kanaltorgsgatan 2, Goteborg C. WTD 12/9/63.

228 Yarn, Thread Mills, Products

● **BURMA**—Wool knitting yarn, 100% wool, assorted colors, various types and sizes, on cone and hank, quantity 131,000 lb.; woolie stretch nylon yarn, various types and sizes, on cone, quantity 30,800 lb.; crimped nylon yarn, type 100, 2/100/34 D and 150 D, quantity 3,600 lb.; mixed yarn, 70% wool and 30% nylon, 2/54 mm. and 2/28, on cone, quantity 1,600 lb.; mixed yarn, 45% wool and 55% nylon, 2/20, on cone, quantity 600 lb.; fancy yarn, polyestal film and wool, quantity 400 lb.; plastic film twisted knitting wool, 90% wool and 10% plastic, quantity 1,200 lb.; rayon covered elastic yarn, No. 50 and No. 90 quality, on cone, quantity 2,200 lb.; metallic yarn, Lumi yarn C, in 1 lb. box, quantity 800 lb.; tender No. 116/Pa/3/63, bid deadline January 13, 1964. The Chairman, Civil Stores Committee No. 2, 77/91 Sule Pagoda Road, Rangoon.★ (Telephone: 202-WO 7-5220).

■ **KOREA**—Filament nylon yarn for fish nets, on tube and/or bobbins/cone; 200, 210 den.; bright or semi-dull; tenacity normal or high. PA No. 489-356-3212. Limited world wide (901). Quotation date January 9, 1964. Subauthorization No. FFO-SAI-3-828. c&f or cif Pusan, U.S. flag vessel. Pochang Netting Ind. Co. Ltd., No. 410, Kaya-Dong, Pusanchin-Ku, Pusan. Cable: POCHANC, Seoul. Copies of offers should be sent air mail to the Bank of Korea, Attn. AID Section and to the Director, USAID, c/o American Embassy, Seoul. SBC-500.

MOROCCO—Sisal thread (not thrown) to be transformed locally into yarn. Quotations cif Casablanca; requests replies in French. Manufacture de Filature et Tissage "Mafitis," (manufacturer), 116-118, Rue d'Ifni, Casablanca.

Nylon yarn 15 to 20 deniers. Quotations cif Casablanca; requests replies in French. Manufacture de Filature et Tissage "Mafitis," (manufacturer), 116-118, Rue d'Ifni, Casablanca.

Tergal type yarn (dacron yarn) 2/40 to 2/48 (55% tergal, 45% wool), worsted wool yarn 2/28 to 2/34, both unbleached or dyed. Quotations cif Casablanca; requests replies in French. Imadrap, (manufacturer), 14-16, rue Capitaine Marechal, Casablanca.

229 Textile Goods

ITALY—Rags and used clothing, including old white cotton rags; used under clothing; women's used white and light colored silk dresses; knitwear remnants; manufacturer. O. Viterbi, (manufacturer), 316 Via Nazario Sauro, Pistoia. WTD 12/4/63.

■ **KOREA**—Tire cord, 1100 and 1650 den., 1100 and 1500 fil., 2 ply, normal super super-super tyrex type or equal, 91,000 lb.; c&f or cif Pusan, U.S. flag vessel. PA No. 489-356-3213. Limited world wide (901). Ref. No. FFO-SAI-3-829. Quotation date January 6, 1964. Han Kook Tire Manufacturing Co., Ltd., 365 Shindorimdong; Youngdongpoku, Seoul. Cable: TIRECHANKOOK, Seoul. Copies of all offers should be sent by air mail to the Bank of Korea, Seoul, Attn: AID Section, and to the Director, USAID/Seoul, c/o American Embassy, Seoul. SBC-495.

■ Rayon tire cord, 1650 D., 720-1500 F., 12x12 or 12x10 TPI, single yarn, two-ply cord or fabric, approx. 50,000 lb.; nylon tire cord fabrics, dipped, approx. 19,000 lb., 840 D, 2 ply, nylon 66; ends 35, 25, 14; width 54". Ref. No. FFO-SAI-3-862. PA No. 489-356-3212. Limited world wide (901). Quotation date January 13, 1964. Quotation must show fob price; c&f, cif Pusan or Inchon price by all U.S. flag vessel. Tong Shin Chemical Products Co., Ltd., No. 36, Moonraedong 2-Ka, Youngdongpo-Ku, Seoul. Cable: EUNSUNG, Seoul. SBC-501.

■ Rayon tire cord, 1650 den., 1100-1500 fil., 2 ply twisted, approx. 46,000 lb.; cif Pusan, all U.S. flag vessel. Ref. No. FFO-SAI-3-856. Sam Yang Tire Mfg. Co., Ltd., 60, Ryang Dong, Kwangjoo, Chunnam.

■ Rayon tire cord, super-super, standard quality, 1650 den., 1100-1500 fil., 12x12 TPI tensile strength. 20,000 lb. Ref. No. FFO-SAI-3-857. Delivery cif and/or c&f Pusan, by U.S. flag vessel. Kuksan Tire Mfg. Co., 524, Pujun-Dong, Pusanjin-Ku, Pusan.

■ Rayon tire cord, 1200 den. up, 1400 fil. up, 2 ply; approx. 45 m.t. c&f Pusan, by U.S. flag liner. Ref. No. FFO-SAI-3-858. Hung Ah Tire Co., Ltd., 587, Jyonpo-Dong, Pusan.

All the above for PA No. 489-356-3212. Limited world wide (901). Quotation date January 13, 1964. SBC-501.

■ Rayon staple fiber, 1.5, 2.0, 2.5, 3.0 and/or 3.5 den. by 1.5 and/or 1.25 inches cut, semi-dull and/or dull and/or bright, crimped; 3.0 den. tow, dull; approx. 256,000 lb. staple; 40,500 lb. tow. Delivery c&f or cif Inchon and/or Pusan; fob quotation to be indicated. Shipment on U.S. flag vessel. Ref. No. FFO-SAI-3-825. Spinners & Weavers Association of Korea, No. 58-1, 2 Ka. Chongro, Chongro, Chongro-Ku, Seoul. Cable: SWAKOREA.

■ Filament nylon yarn for fishing net on tube and/or bobbin/cone, bright luster, den. 200, 210, 420, 840; approx. 199,000 lb. Ref. No. FFO-SAI-3-826. Korea Fishingnet Ind. Association, 109, 2-Ka, Eul Jee Ro, Joong Ku, Seoul. Cable: FISHNETCO, Seoul.

Both the above for PA No. 489-356-3212. Limited worldwide (901). Quotation date January 8, 1964. SBC-498.

PHILIPPINES—Textile remnants, irregular piece goods, seconds. Willyson Remnants Enterprises, (importer, wholesaler, retailer), 1011 Folgueras, Manila. WTD 9/14/63.

238 Apparel, Accessories

PHILIPPINES—Used clothing. Manalili Book Store, (importer, wholesaler, retailer), 1631-1633 Claro M. Recto Ave., Manila. WTD 7/17/63.

239 Fabricated Textile Products

GREECE—Art goods, stamped, embroidering and punching. Importer, wholesaler, retailer, sales agent requests replies from manufacturers and exporters. Direct purchase. Anastase Agaliotis, 30 Stadium St., Athens. WTD 12/5/63.

241 Logging Camps, Logging Contractors

ITALY—Spruce logs; sawmill. S.A.I.L.-S.A. Importazione Legnami, 450 Via delle Sorgenti, P.O. Box 33, Livorno.

242 Sawmills, Planing Mills

ITALY—Spruce and white fir lumber. A.L.A., Azienda Legnami Affini di L. Gori & C., (importer), 197 Via Tor Sapienza, Rome.

249 Wood Products

GREECE—Mirror and picture frames. Importer, wholesaler, retailer, sales agent requests replies from manufacturers and exporters. Anastase Agaliotis, (importer, wholesaler, retailer, sales agent), 30 Stadium St., Athens. WTD 12/5/63.

JAPAN—Wood board for pencil manufacturer. Direct purchase from manufacturer or its export representative. Toto Pencil Manufacturers Cooperative Assn., (Tōtō Empitsu-Kako Kogyo Kyodo Kumiai), 2135 Ogu-machi 3-chome, Arakawa-ku, Tokyo.

NEW ZEALAND—Lumber preservative raw materials generally. Direct purchase and agency. Mr. R. G. Pryde, Manager, Swift & Co., Ltd., (commercial, general merchant, importer), Box 1002, Wellington. WTD 2/15/62.

262 Paper Mills, Products

GREECE—Reproduction paper. Importer, wholesaler, retailer, sales agent requests replies from manufacturers and exporters. Anastase Agaliotis, (importer, wholesaler, retailer, sales agent), 30 Stadium St., Athens. WTD 12/5/63.

NORWAY—Paper, kraft for the production of sacks. Weight 72 gr. per sq. m., width 122 cm. or 130 cm. dia. of reels 105-110 cm. Purchases annually 1,500 mt. Kraftex A/S, Moss. WTD 10/3/61.

PHILIPPINES—Kraft paper. Union Glass and Container Corp., (manufacturer), E. Rodriguez, Jr. Ave., Barrio Ugong, Pasig, Rizal, P.O. Box 2465, Manila. WTD 8/24/63.

272 Books, Periodicals

PHILIPPINES—Used books (pocket books), magazines. Manalili Book Store, (importer, wholesaler, retailer), 1631-1633 Claro M. Recto Ave., Manila. WTD 7/17/63.

273 Books

GERMANY—Scientific books, i.e. economics, law, philosophy, political science, history. Eberhard Albert Universitaetsbuchhandlung, Freiburg i.Br., Kaiser Joseph-Strasse 179. WTD 12/9/63.

Technical books, trade magazines. G.Ad. Stehn's Buchhandlung, 7 Stuttgart-Bad Cannstatt, Bahnhofstrasse 13. WTD 11/29/63.

Technical books, trade magazines. Hochschulbuchhandlung Hans Hofmann, Karlsruhe, Kaiserstrasse 69. WTD 12/9/63.

Books, especially literature on the history of uniforms. Otto Salomon, Internationale Buchhandlung und Antiquariat, 7 Stuttgart 1, Leuschnerstrasse 49. WTD 12/9/63.

PHILIPPINES—Books. Goodwill Trading Co., Inc., (importer, wholesaler, retailer), 711-715 Rizal Ave., Manila. WTD 9/28/63.

Books. Pasicolan Book Service, (importer, wholesaler, retailer), 1707 Claro M. Recto Ave., Manila. WTD 7/27/63.

Books. Direct purchase and agency. The Star Book Store, (importer, wholesaler, retailer), 1725 Claro M. Recto Ave., Manila. WTD 9/21/63.

278 Bookbinding, Related Industries

PHILIPPINES—Printer and bookbinding

supplies. Direct purchase and agency. The Star Book Store, (importer, wholesaler, retailer), 1725 Claro M. Recto Ave., Manila. WTD 9/21/63.

281 Industrial Chemicals

■ **INDIA**—Acetone, specific gravity .796-.798, boiling range 56.5° C, acidity .002% as acetic acid; alkalinity to methyl red, nil; residue .005%; approx. $7,100. Loan No. 386-H-082. U.S. source. Quotation date January 7, 1964. IL No. P/RM/2130305/S/DL/18/C/H/17. Ref. No. 50(21)/63-082/AID(1). India Foils Ltd., P.O. Kamarhati, Dist. 24 Parganas, West Bengal. Cable: INDFOIL, Kamarhati, West Bengal. SBC-493.

■ **KOREA**—Soda ash, light and/or dense, min. 99.7% up, approx. 340 m.t. Bulk packing. S/A No. FFO-SAI-3-824.

■ Caustic soda, solid 98% up, approx. 230 m.t. S/A No. FFO-SAI-3-823.

Both the above for PA No. 489-356-3212. Limited world wide (901). Quotation date January 7, 1964. Quotation must indicate c&f and/or cif Pusan; must show commodity price, freight, insurance separately. Shipment on U.S. flag vessel. Federation of Taihan Soap Industrial Cooperatives, 200, 2-Ka, Taepyung-Ro, Chung-Ku, Seoul. Copies of offers should be sent air mail to the Bank of Korea, Attn. AID Section and to the Director, USAID, c/o American Embassy, Seoul. SBC-500.

■ Dioctyl phtalate technical, 50 L.T.; PVC paste, 200,000 lb. PA No. 489-356-3212. Limited world wide (901). Ref. No. FFO-SAI-3-865. Quotation date January 9, 1964. Inhwa Industrial Co., Ltd., 15 3-Ka Yangpyungdong Youngdongpoku, Seoul. Cable: INWHAPLASTICS. SBC-501.

NEW ZEALAND—Calcium chloride flake in 100 lb. drums. Mr. R. G. Pryde, Manager, Swift & Co., Ltd., (commercial, general merchant, importer), Box 1002, Wellington. WTD 2/15/62.

PHILIPPINES—Titanium dioxide. I-Feng Enamelling Co., (Philippines), Inc., (manufacturer), 124 N. Domingo, San Juan, Rizal, P.O. Box 3597, Manila. WTD 9/14/63.

Pharmaceutical and industrial chemicals. Mercury Drug Co., Inc., (importer, wholesaler, retailer, manufacturer), 1580 Bambang, P.O. Box 1847, Manila. WTD 7/26/63.

Sodium nitrate. Union Glass and Container Corp., (manufacturer), E. Rodriguez, Jr. Ave. Barrio Ugong, Pasig, Rizal, P.O. Box 2465, Manila. WTD 8/24/63.

Sodium sulfate. Union Glass and Container Corp., (manufacturer), E. Rodriguez, Jr. Ave., Barrio Ugong, Pasig, Rizal, P.O. Box 2465, Manila. WTD 8/24/63.

Soda ash. Union Glass and Container Corp., (manufacturer), E. Rodriguez, Jr. Ave., Barrio Ugong, Pasig, Rizal, P.O. Box 2465, Manila. WTD 8/24/63.

Borax granular, silver nitrate. I-Feng Enamelling Co., (Philippines), Inc., (manufacturer), 124 N. Domingo, San Juan, Rizal, P.O. Box 3597, Manila. WTD 9/14/63.

Full line of chemicals for the rubber industry. Direct purchase and agency. Allied Manufacturing & Trading Co., Inc., (manufacturer, importer, wholesaler), 622 Shaw Blvd., Mandaluyong, Rizal, P.O. Box 3461, Manila. WTD 3/21/62.

Full line of industrial and agricultural chemicals. Direct purchase and agency. Allied Manufacturing & Trading Co., Inc., (manufacturer, importer, wholesaler), 622 Shaw Blvd., Mandaluyong, Rizal, P.O. Box 3461, Manila. WTD 3/21/62.

282 Synthetic Materials

■ **KOREA**—Synthetic rubber, Ameripol 1708, FRS 178 or equal, approx. 41 m.t.; Ameripol 1502, FRS 1502, or equal, 10 m.t.; Hycar or, Hycar EP, or equal. PA No. 489-356-3212. Limited world wide (901). Quotation date January 9, 1964. Subauthorization No. FFO-SAI-3-827; cif and/or c&f Pusan, All U.S. flag. Silla Rubber Industries, Ltd., 850, Kwebup-ri, Pusanjin-ku, Pusan. Cable: SILLAGOMU, Pusan. Copies of offers should be sent air mail to the Bank of Korea, Attn. AID Section and to the Director, USAID, c/o American Embassy, Seoul. SBC-500.

■ Synthetic rubber, SBR 1778, 1502, 1500, 1712, or equal, 70 m.t.; neoprene WRT.AD, hycar 1042, 1014, 2007, 2057, or equal, 5 m.t. S/A No. FFO-SAI-3-831. Tong Yang Rubber Enterprise Co., Ltd., #500, Puam-dong, Pusanjin-Ku, Pusan. Cable: EUNSUNG, Seoul.

■ Synthetic rubber, SBR 1778, 1502, 1712, or equal, 20 m.t.; neoprene WRT.AD, hycar 1042, 1014, 2007, 2057, or equal, 5 m.t. S/A No. FFO-SAI-3-832. Tong Yang Rubber Industrial Co., Ltd., No. 360, Chungjungro 3-ka, Sudaemoon-Ku, Seoul. Cable: EUNSUNG, Seoul.

Both the above for PA No. 4890356-3212. Limited world wide (901). Quotation date January 13, 1964. Copies of offers should be sent air mail to the Bank of Korea, Attn: AID Section and to the Director, USAID, c/o American Embassy, Seoul. SBC-500.

■ Synthetic rubber, SBR 1778, 1502, 1500, 1712, approx. 100 m.t.; neoprene WRT.AD-20, approx. 5 m.t.; hycar 1042, 1014, 2007, 2057, approx. 10 m.t.; enjay butyl, 325, 218, approx. 10 m.t.; and/or equals. S/A No. FFO-SAI-3-833.

■ Synthetic rubber, SBR 1778, 1502, 1500, 1712, approx. 60 m.t.; neoprene WRT.AD-20, approx. 5 m.t.; hycar 1042, 1014, 2007, 2057, approx. 10 m.t.; enjay butyl, 325, 128, approx. 10 m.t.; and/or equals. S/A No. FFO-SAI-3-834.

Both the above for PA No. 489-356-3212. Limited world wide (901). Quotation date January 13, 1964. Tong Shin Chemical Products Co., Ltd., No. 36, Moonraedong 2-Ka, Yongdongpo-Ku, Seoul. Cable: EUNSUNG, Seoul. Copies of offers should be sent air mail to the Bank of Korea, Attn: AID Section and to the Director USAID, c/o American Embassy, Seoul. SBC-500.

■ Synthetic rubber, GRS 1712, approx. 50 m.t.; 1502, approx. 10 m.t.; 1001, 1042, 2057, 2007, approx. 1 m.t. ea.; neoprene W, neoprene AD, hypalon, diene rubber, approx. 1 m.t. ea. S/A No. FFO-SAI-3-855; cif Pusan, all U.S. flag. Sam Yang Tire Mfg. Co., Ltd., 60, Ryang Dong, Kwangjoo, Chunnam.

■ Synthetic rubber, types 1500 and 1502, approx. 20 m.t.; types 1708 and 1712, approx. 20 m.t.; butyl reclaims 543, approx. 10 m.t.; butyl rubber 218, approx. 20 m.t.; hycar 2007, approx. 10 m.t. S/A No. FFO-SAI-3-836; cif or c&f Pusan, by U.S. flag vessel. Kuksan Tire Mfg. Co., 524, Jujun-Dong, Pusanjin-Ku, Pusan.

Both the above for PA No. 489-356-3212. Limited world wide (901). Quotation date January 13, 1964. Copies of offers should be sent air mail to the Bank of Korea, Attn: AID Section and to the Director, USAID, c/o American Embassy, Seoul. SBC-500.

■ Synthetic rubber, equal to Ameripol 1502, approx. 88 m.t.; equal to Ameripol 1708, approx. 105 m.t. S/A No. FFO-SAI-3-837; c&f or cif Pusan, all U.S. flag. Kyungsung Rubber Co. Ltd., 212, Jang Jai Dong, Kunsan.

■ Synthetic rubber, SBR 1000, 1500 and 1712, approx. 188 m.t. S/A No. FFO-SAI-3-838; c&f Pusan, all U.S. flag; quotation must show fob price and attach detailed analytical report. Han Kook Tire Mfg. Co., Ltd., 365 Shindorim-Dong, Youngdungpo-Ku, Seoul.

■ Synthetic rubber, polybutadiene, approx. 15 m.t.; SBR 1712, 1500, approx. 90 m.t.; butyl rubber, approx. 25 m.t. S/A No. FFO-SAI-3-840. C&F Pusan, U.S. flag vessel. Hung Ah Tire Co., Ltd., 587, Jyonpo-Dong, Pusan.

All the above for PA No. 389-356-3212. Limited world wide (901). Quotation date January 13, 1964. Copies of offers should be sent air mail to the Bank of Korea, Attn: AID Section and to the Director, USAID, c/o American Embassy, Seoul. SBC-500.

■ Synthetic rubber, SBR butadiene styrene, 1707, 1708, 4700; 10,000 lb. BR, polybutadiene, 4,000 lb. NBR, butadiene nitrileacryl, very high acrylnitrile content (paracril D, hycar 1000 x 132), 300 lb.; meduim acrylnitrile content (paracril BJLT, hycar 1052, 1312), 2,100 lb.; low acrylnitrile content (paracril AJ, hycar 1053), 450 lb. CR, chloroprene, neoprene WRT, 2,200 lb.; neoprene AD, 3,000 lb. Butyl rubber, enjay butyl 268, or equal, 2,000 lb.; enjay butyl 365, or equal, 500 lb.; enjay butyl HT 10-66, or equal, 1500 lb. S/A No. FFO-SAI-3-839; cif Pusan or c&f Pusan, by U.S. vessel. Lee Dong In, Poseng Rubber Ind. Co., Ltd., No. 495, Bujon-dong, Pusan. Cable: POSERUBBER, Pusan.

■ Synthetic rubber, Ameripol 1502 or equal, approx. 25 m.t. S/A No. FFO-SAI-3-841. c&f or cif Pusan, 100% U.S. flag vessel. The Hwa Rubber Co., No. 518, Kwangchang-Dong, Sungdong-Ku, Seoul.

Both the above for PA No. 489-356-3212. Limited world wide (901). Quotation date January 13, 1964. Copies of offers should be sent air mail to the Bank of Korea, Attn: AID Section and to the Director, USAID, c/o American Embassy, Seoul. SBC-500.

■ Synthetic rubber, Ameripol 1502 or equal, approx. 91 m.t.; hycar 2057C, 5 m.t.; hycar 1041, 1 m.t.; neoprene AD, 2 m.t. S/A No. FFO-SAI-3-842; c&f or cif Pusan, 100% U.S. flag vessel. The Hwa Rubber Co., No. 109, Dangkam-Dong, Pusanchin-Ku, Pusan.

■ Synthetic rubber, SBR, 1502, 1500, 1509, 1707, 1708, and equal, approx. 140 m.t.; neoprene, 10 m.t.; "N" type, copolymer of butadiene and acrylonitrile containing 50% or more butadiene, approx. 10 m.t.; latex, liquid, "S" type, approx. 10 m.t.; butyl rubber and equal. approx. 10 m.t. S/A No. FFO-SAI-3-843; cif or c&f Pusan, 100% U.S. flag vessel. International Chemical Co., Ltd., No. 644 Bumil Dong, Pusan. Cable: INCHEMICO, Seoul.

■ Synthetic rubber, SBR, GR-S, 1502, 1500, 1509, 1707, 1708, and equal, approx. 15 m.t.; neoprene, approx. 3 m.t.; "N" type, NBR, containing 50% or more butadiene, approx. 3 m.t.; latex, liquid, "S" type, approx. 1 m.t. S/A No. FFO-SAI-3-844; cif or c&f Pusan, U.S. flag vessel. Chin Yang Chemical Co. Ltd., No. 123, Buam-Dong, Pusanjin-ku, Pusan. Cable: INCHEMICO, Seoul.

All the above for PA No. 489-356-3212. Limited world wide (901). Quotation date January 13, 1964. Copies of offers should be sent air mail to the Bank of Korea, Attn: AID Section and to the Director, USAID, c/o American Embassy, Seoul. SBC-500.

MOROCCO—Staple fiber thread (not thrown) to be transformed locally into yarn. Quotations cif Casablanca; requests replies in French. Manufacture de Filature et Tissage "Mafitis," 116-118, Rue d'Ifni, Casablanca.

NEW ZEALAND—Acrylic rods, colored and uncolored, sizes 10 mm. to 80 mm.; as well as acrylic extrusions generally; nylon extruded rods, natural color, all diameters. Direct purchase and agency. Mr. Murray Tingey, Director, R. and E. Tingey and Co., Ltd., (importer, distributor), 30 Manners St., Wellington, C.1.

PHILIPPINES—Phenolic molding compounds. Union Glass and Container Corp., (manufacturer), E. Rodriguez, Jr. Ave., Barrio Ugong, Pasig, Rizal, P.O. Box 2465, Manila. WTD 8/24/63.

283 Drugs

AUSTRALIA—Patent medicines in bulk or prepackaged. Harwood International Sales Co., 448 Ruthven St., Toowoomba, Queensland. WTD 11/27/63.

PHILIPPINES—Veterinary medicines. Mercury Drug Co., Inc., (importer, wholesaler, retailer, manufacturer), 1580 Bambang, P.O. box 1847, Manila. WTD 7/26/63.

Proprietary and patented drugs. Mercury Drug Co., Inc., (importer, wholesaler, retailer, manufacturer), 1580 Bambang, P.O. box 1847, Manila. WTD 7/26/63.

SWEDEN—Vitamin extracts. Direct purchase and agency. Sören Berlin, (wholesaler, agent), Kanaltorgsgatan 2, Göteborg C. WTD 12/9/63.

287 Agricultural Chemicals

THAILAND—Fertilizers of all kinds for farm use. Direct purchase and agency. Seri Agricultural Chemicals Co., Ltd., (importer, wholesaler, retailer), 82 Soi Tha Klang, Chakrapetch Rd., Bangkok. WTD 11/29/63.

Insecticides of all kinds for farm use. Direct purchase and agency.

■ **VIETNAM**—Fertilizer, chemical, fully cured, solid form, to U.S. specifications to arrive in Saigon in dry free-flowing condition; fob/fas. Ammonium sulphate, 30,000 m.t., urea, 11,000 m.t.; potassium chloride, 1,500 m.t.; ground rock phosphate, 27,000 m.t. Various terminal delivery dates and delivery in Vietnam dates. Long list of conditions for bidding. Bid deadline January 8, 1964. Limited world wide (901). For commercial importers designated by the Directorate General of Commerce. Bids shall be submitted to the Director General of Commerce, 59 Gia Long, Saigon. Cable: MINECO, Saigon. SBC-496.★

289 Chemical Products

■ **BOLIVIA**—Antiknock compound-tel aviation mix, in 55 gallon non-returnable steel drums, 10, containing 130.000 ml. tel.; antiknock compound-tel, motor mix, in 55 gallon non-returnable steel drums, 50, containing 120.000 ml. tel. Invitation No. 49. PA No. 511-898-321-1209. Limited world wide (898). Yacimientos Petroliferos Fiscales Bolivianos, Casilla 401, La Paz. Cable: YACIBOL, La Paz. Copies of detailed specifications, special instructions, conditions, bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Washington, D.C., Attn.: Mr. Gonzalo Saenz. SBC-499.

● **BURMA**—Glue for bonding laminated plastic sheets, 10,000 pints or tubes. Tender No. PRV/99/CS (63-64), bid deadline January 6, 12:00 noon. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WOrth 7-3512).

■ **INDIA**—Tetra ethyl lead, anti-knock compound, orange dye for use in motor, 66,850 kgs., VMF-20188. Ref. No. 51(186)/63-082-Aid.III. IL No. P/AU/121513/R/DL/18/C/V/117. Loan No. 386-H-082. U.S. source. Quotation date January 5, 1964. Caltex Oil Refining (India) Ltd., Post Box 15, Visakhapatnam 1, Andhra Pradesh. All purchases in the U.S. are handled by California Texas Oil Co., Purchasing Dept., 380 Madison Ave., New York, N.Y., 10017. SBC-503.

■ **KOREA**—Carbon black, HAF, FEF, EPC, SRF, ISAF, GPF. 125 m.t., c&f or cif Pusan, U.S. flag vessel. PA No. 489-356-3212. Limited world wide (901). Ref. No. FFO-SAI-3-830. Han Kook Tire Mfg. Co., Ltd., 365 Shindorim-dong, Youngdongpoku, Seoul. Cable: TIRECHANKOOK, Seoul. Copies of all offers should be sent by air mail to the Bank of Korea, Seoul, Attn: AID Section, and to the Director, USAID/Seoul, C/o American Embassy, Seoul. SBC-495.

■ Carbon black, approx. 27 m.t., specification MPC. Ref. No. FFO-SAI-3-845; cif Pusan by U.S. flag liner. Tai Han Recapping Tire Corp., No. 40, Buk Chang Dong, Chung-Ku, Seoul.

■ Carbon black, MPC, HAF, SRF, FEF, GPF, approx. 30 m.t. Ref. No. FFO-SAI-3-846. Quotation must show fob price; c&f, cif Pusan or Inchon price by all U.S. flag vessel. Tong Shin Chemical Products Co. Ltd., #36, Moonraedong 2-ka, Yongdongpo-Ku, Seoul. Cable: EUNSUNG, Seoul.

■ Carbon black, MPC, HAF, SRF, approx. 20 m.t. Ref. No. FFO-SAI-847. Quotation must show fob price; c&f, cif Pusan or Inchon price by all U.S. flag vessel. Tong Yang Rubber Enterprise Co., Ltd., No. 500, Puam-dong, Pusanjin-Ku, Pusan. Cable: EUNSUNG, Seoul.

■ Carbon black, MPC, HAF, SRF, FEF, GPF, approx. 117 m.t. Ref. No. FFO-SAI-3-848. Quotation must show fob price; c&f, cif Pusan or Inchon price by all U.S. flag vessel. Tong Shin Chemical Products Co., Ltd., No. 36, Moonraedong 2-ka, Yongdongpo-Ku, Seoul. Cable: EUNSUNG, Seoul.

All the above for PA No. 489-356-3212. Limited world wide (901). Quotation date January 13, 1964. SBC-501.

■ Carbon black; MC grade, 15 m.t.; HAF grade, 30 m.t.; SRF grade, 10 m.t.; FEF grade, 5 m.t. Ref. No. FFO-SAI-3-849. Delivery cif Pusan, all U.S. flag vessel. Sam Yang Tire Mfg. Co. Ltd., 60 Ryang Dong, Kwangjoo, Chunnam.

■ Carbon black; FEF, approx. 10 m.t.; HAF, approx. 10 m.t.; ISAF, approx. 20 m.t.; MPC, approx. 30 m.t. Ref. No FFO-SAI-3-850. Delivery cif or c&f Pusan, by U.S. flag vessel. Kuksan Tire Mfg. Co., 524, Pujun-Dong, Pusanjin-ku, Pusan.

■ Carbon black, MPC, approx. 22 m.t. Ref. No. FFO-SAI-3-851. Delivery cif Pusan, all U.S. flag. Kyungsung Rubber Co. Ltd., 212, Jang Jai Dong, Kunsan.

■ Carbon black; ISAF grade, approx. 5 m.t.; FT, approx. 5 m.t.; MPC, 45 m.t.; FEF, 35 m.t.; SRF, 15 m.t.; GPF, 9 m.t. Ref. No. FFO-SAI-3-852. Delivery c&f Pusan, U.S. flag liner. Hung Ah Tire Co. Ltd., 587, Jyonpo-Dong, Pusan.

All the above for PA No. 489-356-3212. Limited world wide (901). Quotation date January 13, 1964. SBC-501.

■ Carbon black, FEF, HAF, and/or MPC, approx. 30 m.t. FFO-SAI-3-853. Delivery c&f or cif Pusan, 100% U.S. flag vessel. Tae Hwa Rubber Co., No. 109, Dangkam-Dong, Pusanchin-Ku, Pusan.

■ Carbon black; MPC and EPC, 5 m.t.; Kosmobile S-66 or equal, 40 m.t.; FT, MT, HAF, 5 m.t. Ref. No. FFO-SAI-854. Delivery cif or c&f Pusan, 100% U.S. flag. Korean Rubber Industrial Association, No. 80, So-Kong Dong, Choon-Ku, Seoul. Cable: INCHEMICO, Seoul.

■ Carbon black; Kosmobile S-66, approx. 40 m.t.; MPC and EPC, approx. 20 m.t. Ref. No. FFO-SAI-3-855. Delivery cif or c&f Pusan, 100% U.S. flag. International Chemical Co. Ltd., No. 644, Bumil Dong, Pusan. Cable: INCHEMICO, Seoul.

All the above for PA No. 489-356-3212. Limited world wide (901). Quotation date January 13, 1964. SBC-501.

SWEDEN—Ice cream gelatin. Direct purchase and agency. Sören Berlin, (wholesaler, agent), Kanaltorgsgatan 2, Göteborg C. WTD 12/9/63.

291 Petroleum Refining

● **BURMA**—Lubricating oils and greases. Quantity requirements and size of containers covered by specification available. Tender No. FP/LUB-2/63 (PT II), bid deadline January 6. Quotations in triplicate should be sent by registered mail to The Procurement Mgr., The Burma Oil Co., (1954), Ltd., P.B. 1049, 622, Merchant St., Rangoon.★ (Telephone. 202-WOrth 7-2355).

301 Tires, Tubes

SWEDEN—Solid tires for fork lifts, heavy transport machines. AB Maskin-& Transportekonomi, Borgaregatan 16, Göteborg Ö.

302 Rubber Footwear

AUSTRALIA—High-top gum boots which are fastened in front by four metal clips, which can be worn over shoes. Direct purchase and agency. Dr. Clive H. Selby, 8 Bennett St., Cremorne, NSW.

306 Fabricated Rubber Products

● **IRAN**—Rubber belting, 1000 meters, various widths. Bid deadline February 16, 1964. Director, Department of Grains & Bread, Ministry of Finance, Tehran.★ (Telephone: 202-WO 7-3381).

307 Plastics Products

■ **GREECE**—Plastic and aluminum syphons, 28,000 pc.; accessories for fixing syphons, 15,000 pc. Loan No. 240-H-028. U.S. source. Bid deadline January 10, 1964. Ref. No. 582. Kingdom of Greece, Ministry of Trade, Direction General of Procurements, Direction B, State Purchases, Section C—Office I, Athens, Attn: Mr. G. Lazaridis. Bids are solicited on world wide basis. If the selected offer is from the U.S., it is expected that purchases will be financed by AID under the loan cited or with free dollars. Copies of detailed specifications, conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave. NW., Washington, D.C. 20008. SBC-498.

PHILIPPINES—Molded plastic containers for quail eggs, jellies, peanuts, salt. Mrs. Salud T. Acosta, President, Acosta Food Products, Inc., (processor), 311 Newton, Buendia, Makati, Rizal. WTD 10/29/63.

322 Glass, Glassware

PHILIPPINES—Glass containers for quail eggs, jellies, peanuts, salt. Mrs. Salud T. Acosta, President, Acosta Food Products, Inc., (processor), 311 Newton, Buendia, Makati, Rizal. WTD 10/29/63.

Laboratory glassware. Mercury Drug Co., Inc., (importer, wholesaler, retailer, manufacturer), 1580 Bambang, P.O. Box 1847, Manila. WTD 7/26/63.

325 Clay Products

● **BURMA**—Glazed white wall tile 6″ x 3″ x ¼″, round edge at one side of 6″ length, quantity 2,000 pieces; white glazed tile 6″ x 6″ x ¼″, square edge, quantity, 5,500 pieces. Tender No. CS/14/GI (63-64), bid deadline January 7, 1964. The Chairman, Civil Stores Committee No. 1, St. John's Rd., Rangoon.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

GREECE—Art goods, papier mache. Importer, wholesaler, retailer, sales agent requests replies from manufacturers and exporters. Anastase Agaliotis, (importer, wholesaler, retailer, sales agent), 30 Stadium St., Athens. WTD 12/5/63.

PHILIPPINES—Treated bentonite. Filipino Pipe & Foundry Corp., (manufacturer), Barrio Hulo, Mandaluyong, Rizal, P.O. Box 1329, Manila. WTD 6/8/62.

331 Steel Mill Products

● **BURMA**—Wire mesh B.R.C. Fabric No. 9, quantity 162 rolls. G.I. wire mesh 2″ x 2″ mesh 8′ x 12′, quantity 300 sheets, plus 4 smaller orders. Tender No. CS/10/GI(63-64), bid deadline January 6, 1964.

● Wire mesh—square mesh welded 2″ x 2″ x 6 SWG 12′ x 8′, quantity 500 sheets. Mesh G.I. welded square 2″ x 2″ x 12′ x 8′ x 10G; quantity 60 sheets. Expanded metal No. 24; 12′ x 8′ size of mesh short-way 1½″; dimension of strand ⅛″ x ⅛″. Tender No. CS/12/GI (63-64), bid deadline January 7, 1964.

● Welded mesh fabric. B.R.C. No. 10, 150′ x 7′ wide, quantity 26 rolls. B.R.C. No. 35, 12′ x 7′ wide, galvanized, 3″ x 3″ x 5 SWG; quantity 300 sheets. B.R.C. welded mesh 2″ x 2″ x ⅛″ 12′ x 8′; quantity, 275 sheets. B.R.C. No. 9, 240′ x 7′; quantity, 3 rolls. Welded mesh 2″ square, 60′ x 4′, 12 SWG, quantity, 3 rolls. Tender No. CS/20/G-1(63-64), bid deadline January 8, 1964.

All above for: Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

■ **INDIA**—Prime carbon tool and alloy steel for the manufacture of cut wire shots, used in shot blasting operation, sizes SWG 20, 22, 23. Import License No. P/RM/000292/R/DL/18/S/D/17/45/253. Loan No. 386-H-082. U.S. source. Quotation date January 10, 1964. Orient Steel & Wire Industries, Private Ltd., 2, Brabourne Rd., Calcutta 1. Cable quotations accepted; fas port of exit or cif Calcutta. SBC-494.

■ Hexagonal bars, ⅜, 7/16, 9/16, ⅝, ¾, 1 9/32″ dia., 27 tons, to ENO202 spec.; BSS round bars, 1 1/16″ dia., to EN-32B, 2 tons; same, to EN2, ½″ dia., ½ ton; EN14A, 2½ x ¼″ strip, 3½ x 8 SWG, 5 tons each; EN-42, 3⅝″ x 10 SWG, 3⅝″ x 21 SWG, 1 ton ea.; spring steel, 1″ x .003″ thick, 39 SWG, 1.25″ x 25 SWG, 1 ton; sanvic, 2.5″ x .005, 39 SWG, ¼ TON; EN-2B, 3⅝″ x 5 SWG, 12½ tons, 1½″ x 11 SWG, 1½ tons, 1⅜″ x 13 SWG, ½ ton, 4⅜ x 14 SWG, 2 tons, 3½ x 16 SWG, 5 tons; 1½ x 10 SWG, 4½ tons; 1⅜″ x 20 SWG, 2½ tons, 4¾″ x 20 SWG, 2 tons; 2⅛″ x 27 SWG, ½ ton; EN-2A, 2 x 20, 2″ x 21, 3¾ x 25, 3½ x 28 SWG, ½ ton each. Aluminum round bars, HE 14, 1 13/16″, 1 1/16″, 1 9/16″, 1 7/16″, 1 5/16″ dia., total 12½ tons. Import license No. A.585972/61/AU-DW/CCI/HQ/RM/L-II(E). Ref. No. 65(303)/63-Aid(1). Loan No. 386-A-055 (AID loan No. 217). U.S. source. Quotations desired by January 20, 1964. Brakes India Ltd., 37, Mount Rd., Madras 6. Cable: AUTOBRAKE, Madras. SBC-497.

■ Hot rolled open hearth rimming quality mild steel billets, rerolling quality, size 60mm.-60mm.5000mm. with tolerance of plus 3.5 mm., to certain chemical composition, or, hot rolled rods, rimmed steel standard USA arc welding quality, suitable for use to be drawn into wires for the manufacture of welding electrodes sizes 7/32 and ¼″ dia. Amount $12,300. IL No. P/RM/000135/R/DL/18/S/D/17/45/148. Ref. No. DC/217/BDL/160. Quotation date January 3, 1964. Power Cables Private Ltd., 5B Amar Bldg., Post Box 1522, Sir P.M. Rd., Bombay 1. Cable: INSULAST, Bombay 1.

■ Steel strips, galvanized, type MUST 4G, German DIN, deep drawing mild steel, breadth 115 mm., 130, 210 mm. thickness .22 mm., $8,400; copper roll form, specification 150, 170, 180, 195, 210, 230, 250 mm., thickness .22 mm., $12,600; 150, 170, 180, 210, 230, 250 mm., thickness .10 mm., $21,000. Ref. No. 49C(37)/63-082/Aid(1). IL No. A.546075/62/AU/DW/CCI/HQ/RM. Quotation date January 23, 1964. Gaskets and Oilseeds Pvt. Ltd., Bil, near Bhaili Station, Near Baroda, P.B. 89, Baroda, Cable: BANCO, Baroda.

All the above are for Loan No. 386-H-082. U.S. source. SBC-503.

■ **IRAN**—Electrolytic tinplate, 20″ x 28″ and larger, base weight 55/107 lb.; electrolytic tinplate misprints, 20″ x 28″ and larger, base weight 55/80 lb.; black plate, 20″ x 30″ and larger, 32/34 gauges; black plate misprints, 20″ x 30″ and larger, 32/34 gauges; all items assorted to size and base weight. PA No. 265-660-901-221-3203. Limited world wide (901). Quotation date January 10, 1964. S/A No. LR-IS-358. Mohamad Ali Salamat, Sharif, Teheran. Subject to GSA Defense Materials Services procedures. SBC-498.

ISRAEL—Cast tungsten plate, 8 x 12 in., ½ in. thickness; plate to consist of: pure tungsten; 80% tungsten, 20% molybdenum; pure molybdenum. Importer, agent requests prompt offers including prices and delivery terms. Adler & Stern, (importer, agent), 1 Sarah St., P.O. Box 1539, Haifa. WTD 3/12/62.

■ **JORDAN**—Chain link fence, No. 11 or No. 12 black annealed steel wire. PIO/C No. 278-A-12-AA-9-30104. U.S. source. Bid deadline January 18, 1964. Invitation No. 63-10. The Hashemite Kingdom of Jordan—Supply, Import & Export Dept., P.O. Box 830, Amman. Detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120, Barton Hall, Ohio Drive & Independence Ave., SW., Washington, D.C. SBC-495.

■ **KENYA**—Steel water pipes, 6, 10, 12, 16, 18″ dia., including Johnson or Dresser type couplings, sluice valves, tees. Pipes should be in lengths within 16 to 25 ft., with an average of not less than 20 ft. Must meet AWWA standard specification Nos. C202-60T and C203-62 and be A-grade. Estimated cost of materials is $520,000. Loan No. 615-H-002. U.S. source. Quotation date February 1, 1964. Interested suppliers should contact the City Engineer, City Council of Nairobi, P.O. Box 30075, Nairboi. SBC-503.

■ **PAKISTAN**—Iron, steel mill materials, consisting of carbon steel, round bars, nickle chrome hardening steel, alloy steel bars, rust resisting steel bars, stainless steel shafts, steel bars, rust resisting steel bars, stainless steel shafts, hexagons, squares, rounds, silicon-manganese spring steel strip, 96 items. Import license No. 235954. Black seamless steel tubings, galvanized seamless steel pipe, seamless conduit tubings, round bars, carbon key steel, black hexagonal rolled bars, bright steel bars, stainless steel shafts, spring steel wire, mild steel plates, galvanized steel sheets, 102 items. IL No. 235953. Loan No. 391-H-066. U.S. source. Quotation date January 6, 1964. The Batala Engineering Co., Pakistan, Ltd., The Mall, Lahore. Cable: BATENGCO, Lahore. Single copies of detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120 Barton Hall, Ohio Drive & Independence Ave., SW., Washington, D.C. 20523. Subject to GSA Defense Materials Services procedure. SBC-499.

■ Iron, steel, 99 items, such as cold drawn seamless or welded steel mechanical tubings, carbon steel, round bars, carbon key steel, stainless steel shafts, spring steel wire, silicon-manganese spring steel strips, black mild steel sheets, electric steel sheets. Import License No. 235955. Loan No. 391-H-066. U.S. source. Quotation date January 13, 1964. The Batala Engineering Co., Ltd., The Mall, Lahore. Cable: BATENGCO, Lahore. Single copies of detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120 Barton Hall, Ohio Drive & Independence Ave., SW., Washington, D.C. 20523. SBC-497.

PHILIPPINES—Black plate waste/waste. I-Feng Enamelling Co., (Philippines) Inc., (manufacturer), 124 N. Domingo, San Juan, Rizal, P.O. Box 3597, Manila. WTD 9/14/63.

■ **TURKEY**—Unassorted hot dipped tinplate 1.25 lb. coating, 18¾ x 28, 20 x 30, 107 lb., 20 x 28 100/90 lb., and/or electrolytic tinplate cobbles, not assorted to size or base weight, 18 x 24 or 10 x 10 and larger, 80/107 lb. All offers required in original mill export packing on cif basis, approx. $6,200. Import license No 2435. Kazim Nami Erdolen, Bahcekapi, Vakif Ishani, Kat 3, No. 15, Istanbul. Loan No. 277-H-043. Bid quotations by January 6, 1964. U.S. source. SBC-502.

333 Primary Smelting, Refining of Nonferrous Metals

■ **GREECE**—Lead in ingots, 20 L/T or 2-.320 kg; quantity may be increased or decreased by 20 per cent. Loan No. 240-H-028. U.S. source. Bid deadline January 10, 1964. Kingdom of Greece, Ministry of Trade, Direction General of Procurements, Direction B, State Purchases Section C—Office III, Athens. Attn: Mr. Ap. Georgiou. Bids are solicited on a world wide basis. If the selected offer is from the U.S., it is expected that purchases will be financed by AID under the loan cited or with free dollars. Copies of detailed specifications, conditions may be obtained from the Greek Eoreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-498.

■ **KOREA**—Zinc slabs, electrolytic, 99.95% up, approx. 20 m.t.; cif or c&f Pusan or Inchon, by all U.S. flag vessels. Ref. No. FFO-SAI-3-859. Kwang Myung Construction Co. Ltd., San 3, Hawangshimri Dong, Sungdong Ku, Seoul.

■ Zinc slabs, special high grade, 99.99% min. Zn; prime Western grade, 98.5% up, Zn; approx. 40 m.t.; c&f or cif Pusan or Inchon. 100% U.S. flag vessel. Ref. No. FFO-SAI-3-860. Korea Telecommunication Industrial Inc., No. 64-8, 1-Ka, Taipyung Ro, Chung-Ku, Seoul.

■ Zinc slabs; special high grade, 99.99% min. Zn, containing not over 0.007% lead, 0.005% iron, 0.005% cadmium, no aluminum; high grade, containing not over 0.07% lead, 0.02%

iron, 0.07% cadmium, no aluminum, at least 99.9% up. Approx. 120 m.t.; c&f or cif Pusan and/or Inchon by all U.S. flag vessel. Ref. No. FFO-SAI-3-861. Samhwa Iron & Steel Ind. Co., Ltd., No. 308-5, 3-Ka Ulchiro, Chung-Ku, Seoul.

All the above for PA No. 489-356-3212. Limited world wide (901). Quotation date January 13, 1964. SBC-501.

334 Secondary Smelting, Refining of Nonferrous Metals

● **BURMA**—Solder grade D, 2,000 lb. Tender No. NIV/72/G-3(63-64), bid deadline January 15. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WOrth 7-5624).

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **BURMA**—Bare, P.V.C. insulated and weather proof wire of various sizes and quantities; various electrical components. Tender No. NIV/74/G-3(63-64), bid deadline January 20. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WOrth 7-2162).

● Wire bronze spring 1/16" (28 lb.), 3/16" (28 lb.), No. 10 (42 lb.). Tender No. NIV/78/G-3(63-64), bid deadline January 15. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2162).

● **PAKISTAN**—Cables PCQT lead sheathed armoured and protected (83,200 yd.); Tender No. Pur. 3-21/63/519, bid deadline January 13. Pakistan Telegraph & Telephone Department, Office of the Director General, Telegraph and Telephone, Karachi. Copies of specifications available from Consulate General of Pakistan, 12 E. 65th St., New York, N.Y.★ (Telephone: 202-WO 7-2162).

341 Cutlery, Handtools, General Hardware

PHILIPPINES—Metal cans for packing quail eggs, jellies, peanuts, salt. Mrs. Salud T. Acosta, President, Acosta Food Products, Inc., (processor), 311 Newton, Buendia, Makati, Rizal. WTD 10/29/63.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Natural gas-operated central heating boilers for residential and light commercial use, capacity from 40,000 to 200,000 btu per hr. Firm stressed necessity of high quality finish and design. N.V. Stookindustrie, 66 Generaal Vetterstraat, Amsterdam.

344 Fabricated Structural Metal Products

● **BURMA**—Rolled steel joist (b.s.s. 4-1932), 5" x 4½" x .29" x .448" x 18 lb., 30' length; quantity, 5 tons. 6" x 3" x .23" x 377" x 12 lb., 30' length; quantity, 5 tons. Tender No. CS/19/G-I (63-64), bid deadline January 1. Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

● **NICARAGUA**—Corrugated metal culverts. Bid deadline January 15, 1964. Particulars and specifications are available from the Department of Supplies, Ministry of Finance and Public Credit, Managua D.N.

346 Metal Stampings

AUSTRALIA—Kitchenware and cooking utensils made from copper or partly copper. Kathleen Mary Pike, 8 Fir St., Mount Isa, Queensland. WTD 12/4/63.

PHILIPPINES—Metal caps for food containers. Acosta Food Products, Inc., (processor), 311 Newton, Buendia, Makati, Rizal. WTD 10/29/63.

349 Fabricated Metal Products

● **BURMA**—Steel pipe, 20 ft., 4" bore; steel pipe, 500 ft., 3" bore; steel flange, 4 ft., 4" bore; steel flange, 60, 3" bore; steel flanged elbow, 3, 4" bore; steel flanged long radius elbows, 40, 3" bore; steel flanged ties, 6, 3" bore; jointing, 10, 4" bore; jointing, 75, 3" bore. Tender No. 572/92/FP, bid deadline not established. The Controller of Stores, Office of the Controller of Stores, Burma Railways, Botataung, Rangoon.★ (Telephone: 202-WO 7-5590).

■ **INDIA**—Cast steel, flanged gate valves, suitable for steam service, for turbine house—miscellaneous descriptions, quantities. Loan No. 386-A-032 (DLF loan 157). U.S. source. Quotation date January 15, 1964. IL No. 988873/DLF/157/61/HQ/C.G.I. Ref. No. 41(813)/61-AID.IL. The National Rayon Corp. Ltd.—through The Chemtex Inc., 850 Third Ave., New York, N.Y. SBC-495.★

352 Farm Machinery

■ **BOLIVIA**—Tandem disk harrows, heavy disk plows, generating plants, farm wagons, grain drills, portable water pumps, manure spreaders, 20 items. Invitation No. MOE-0037-SAI-63. PIO/C No. 511A11AE-9-20340. Limited world wide (901). Ministry of National Economy, 1488 Camacho Ave., La Paz. Cable: MINECONOMIA, La Paz. Copies of detailed specifications, special instructions, conditions, bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Washington, D.C. SBC-499.

ITALY—Poultry-raising equipment including incubators. Umbria Verde-Mangimi, (importer, manufacturer), Vic. Campitello 109, Terni.

PHILIPPINES—Farm tractors and attachments; irrigation pumps and accessories; diesel electric power plants for farm use—3 to 100 kw.; sprinklers and overhead irrigation systems; aluminum pipes for sprinklers. Direct purchase or agency. Bormaheco, Inc., (Border Machinery and Heavy Equipment Company, Inc.), 245 Buendia Ave., Makati, Rizal, P.O. Box 1777, Manila. WTD 3/14/63.

353 Construction Machinery

● **CEYLON**—Mobile crane, one (1), lifting capacity 3 tons at a radius of 12 ft. without props, diesel engine developing at least 50 b.h.p. at 1800 r.p.m. Bid deadline January 28, 1964. Chairman, Tender Board, Ministry of Land, Irrigation, and Power; P.O. Box 500; Colombo.★ (Telephone: 202-WO 7-5589).

■ **GREECE**—Diesel driven automotive cranes provided with clamshell buckets for handling coal. Loan No. 240-H-028. U.S. source. Bid deadline January 16. Ref. No. 580. Kingdom of Greece, Port of Piraeus Authority (OLP) Akti Miaouli and II Merarchias Corner (Lykiardopoulou Bldg), 6th Floor, Piraeus. Bids are solicited on a world wide basis. If the selected offer is from the U.S., it is expected that purchases will be financed by AID under the loan cited or with free dollars. Copies of detailed specifications, conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-498.

■ **INDIA**—Crawler tractor 380-430 h.p. fly wheel, 2 nos.; same, but 210-240 wheel h.p. with pusher and dozing attachment, 5 nos; same, 135-170 fly wheel h.p. with angle dozer attachment, 5 nos.; rubber type tractor with dozer attachment powered by 218-290 h.p. engine, 2 nos.; bottom dumper 13-18 cylinder struck capacity. Ref. No. I.S.M. D/ENQ/834. Tender No. S/Project/33018-P/I; fee $2.10, not refundable. Quotation date January 7, 1964.

Diesel engine driven crawler tractor, 145-170 h.p.; double drum cable control unit rear mounted for tractor; towing winch, integral logging arch, cab. guard; detachable for bulldozer; tree pusher for tractor; offset disc ploughing harrow; root rake, all for use with above tractor. Ref. No. I.S.M. D/ENQ/828. Tender No. S/Project/3109-P/1; fee, not refundable, $2.10. Quotation date January 15, 1964.

Both the above are for Loan No. 386-H-082. U.S. source. Director General of Supplies & Disposals, N. I. Bldg., Parliament St., New Delhi. SBC-494.

NEW ZEALAND—Equipment and material for natural gas production and distribution. In addition, generally interested in new ideas in irrigation and sewerage treatment plant equipment, pumping equipment, dairy and farm machinery and equipment. Direct purchase and agency. Mr. David McL. Wallace, Chairman, Mng. Director, D. McL. Wallace, Ltd., (engineer, importer, manufacturer, distributor), P.O. Box 9010, Auckland. WTD 1/17/63.

PHILIPPINES—Loaders, heavy logging trucks, locomotives and tramline equipment, road building equipment. Direct purchase and agency. Bormaheco, Inc., (Border Machinery and Heavy Equipment Co., Inc.), (importer, wholesaler, retailer, indentor, exporter, manufacturer, producer), 245 Buendia Ave., Makati, Rizal, P.O. Box 1777, Manila. WTD 3/14/63.

Heavy construction equipment, new or used. Direct purchase and agency. Johnny Aspiras, Jr., (importer, retailer, indentor), 38 Dagupan, San Francisco del Monte, Quezon City. WTD 9/28/63.

Cranes and power shovels; and front-end loaders. Good used preferred. Direct purchase and agency. Construction Equipment Repair & Sales Co., (importer, retailer, manufacturer), 300 Marques de Comillas, Manila. WTD 9/14/63.

Spare parts for tractors, trucks, construction equipment, and materials handling equipment. Sta. Ines Veneer & Plywood, Inc., (manufacturer, exporter, producer), 404-405 Madrigal Bldg., Escolta St., Manila. WTD 9/28/63.

Mining machinery and equipment, and mine supplies. Direct purchase or agency. Bormaheco, Inc., (Border Machinery and Heavy Equipment Co., Inc.), 245 Buendia Ave., Makati. Rizal, P.O. box 1777, Manila. WTD 3/14/63.

Contractors equipment including crawler tractors, cranes, earthmovers, road paving equipment, and power shovels. Direct purchase or agency. Bormaheco, Inc., (Border Machinery and Heavy Equipment Co., Inc.), 245 Buendia Ave., Makati, Rizal, P.O. box 1777, Manila. WTD 3/14/63.

354 Metalworking Machinery

■ **INDIA**—Flexible shafts, inner core 12 mm. and 15 mm., with suitable metal protective casing, in mill lengths of 36 ft., without end

connection, for right hand operation, to run at 8,000/10,000 rpm, transmit approx. 2-3 h.p., flexible core constructed of high carbon steel spring wire or music wire, casing of galvanized steel with continuous extra heavy asbestos packing and high carbon steel flat wire inner liner, rubber neoprene covered casing not required. Loan No. 386-A-055. U.S. source. Quotation date January 5, 1964. IL No. A-587160/61/AU/DW/CCI/HQ/RM/L.II (E). Ref. No. 65(267)/63-AID.I; approx. $34,600. Universal Engineering Corp., 34 DLF Najafgarh Rd., New Delhi 15. Cable: MACHINIX, New Delhi. SBC-493.★

ITALY—Machine tools and special tools and fixtures for use with machine tools. Direct purchase and agency. Cofir, s.r.l., Costruzioni, Forniture Impianti Rappresentanze, (wholesaler, consulting engineer), 13 Via S. Costanza, Rome. WTD 11/26/63.

■ **PAKISTAN**—Pneumatic machine tools: Tapping machine; hand grinding machines, 3; drilling machines, 9; rivetting hammer, 2; close quarter drilling machines, 2; ball and roller bearings, small quantities, various descriptions, 218 items. Tender No. PIL/104/3 (Commodity Aid)/63. Loan No. 391-H-066. U.S. source. Bid deadline January 18, 1964. The Chief Controller of Purchase, Pakistan Western Railway, Lahore. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-502.

PHILIPPINES—Power-driven hand tools; industrial, pneumatic, electric, portable and electrical testing screw drivers. Direct purchase and agency. Avenue Electrical Supply Co., (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., P.O. box 2142, Manila. WTD 11/18/63.

SWEDEN—High quality lathes, milling machines, drilling machines, grinding and polishing machines. AB Maskin-& Transportekonomi, (wholesaler, retailer), Borgaregatan 16, Göteborg Ö.

Castors and wheels for industrial transportation. AB Maskin-& Transportekonomi, Borgaregatan 16, Göteborg Ö.

355 Special Industry Machinery

■ **CHINA**—Equipment for 1000 liter polyester resin mfg. plant, one set; equipment for 1000 liter alkyd mfg. plant, one set; filter press for paint manufacturing, 2 sets; colloid mill, made of stone, for shipbottom paint, 2 sets; 600-liter ball mill, closed type; automatic can filler for paint manufacturing, filling capacity 150 gal./hr., 2 sets. Loan No. 113. World wide (899). Quotation date January 6, 1964. China Development Corp.—on behalf of Eastern Paint Mfg. Co., Ltd., 41 Chang-Sha St., Sec. 2, Taipei. SBC-495.★

■ **INDIA**—Coating plant; festooning plant; reeling machine; transverse cutting machine; emulsion press; approx. $52,500. Loan No. 386-A-032 (DLF loan 157). U.S. source. Quotation date January 15, 1964. IL No. 978116/DLF-157/62/HQ.C.G.I. Ref. No. 4(187)/62-AID.II. Adross Private Ltd., 14 Old Court House St., Calcutta 1. Cable: SENITISER. SBC-493.★

■ Machines: automatic drill point grinding; internal grinding; optical comparator, measuring; twist drill roll marking; thread grinding; electrolytic stencil etching process for marking on twist drills, taps; keyseating 1" capacity, complete with all accessories. Ref. No. 20 (29)/63-AID.II. Import license No. 978261/DLF-157/62/HQ/C.G.(LLL). Loan No. 386-A-032 (AID Loan No. 157). U.S. source. Quotation date January 20, 1964. M/s/Addison & Co., Ltd., 158, Mout Rd., Madras. Cable: ADDISONCO, Madras. SBC-503.★

JAPAN—Pencil-making equipment. (Direct from makers or their export representatives preferred.) Toto Pencil Manufacturers Cooperative Assn., (Tōtō Empitsu-Kako Kogyo Kyodo Kumiai), 2135 Ogu-machi 3-chome, Arakawa-ku, Tokyo.

MOROCCO—Citrus paper wrapping machines. Quotations cif Casablanca; requests replies in French. C.I.F.A.M. (importer), 15-17, Rue de Colmar, Casablanca.

Citrus marking machines. Quotations cif Casablanca; requests replies in French. C.I.F.A.M., (importer), 15-17, rue de Colmar, Casablanca.

PHILIPPINES—Sawmill, logging equipment, logging supplies, portable saws. Direct purchase and agency. Bormaheco, Inc., (Border Machinery and Heavy Equipment Co., Inc.), (importer, wholesaler, retailer, indentor, exporter, manufacturer, producer), 245 Buendia Ave., Makati, Rizal, P.O. box 1777, Manila. WTD 3/14/63.

Veneer plant and logging equipment. Juliano Trading Corp., (importer, wholesaler, indentor, exporter), 321 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 10/5/63.

Banana slicing machine, 1/16" to 1/32", high speed. Philippine Banana Products, (manufacturer, exporter, wholesaler), 406 Quirino Ave., Parañaque, Rizal. WTD 9/7/63.

Printing machines. Manalili Book Store, (importer, wholesaler, retailer), 1631-1633 Claro M. Recto Ave., Manila. WTD 7/17/63.

SWEDEN—Portable chain saws; sawmill equipment; lumbering machines; pulp mill machinery. Sören Berlin, Kanaltorgsgatan 2, Göteborg C. WTD 12/9/63.

356 General Industrial Machinery

● **BURMA**—Centrifugal pumps, two (2) sets; discharging 8000/7000 gallons per hour, suction dia. 2½", head 10', delivery dia. 2½", head 80/100' direct coupled to 10/8 h.p. electric motor, 400/440 v., 3 phase, 50 cycles with starter complete. Tender No. NIV/90/G-3 (63-64), bid deadline January 16, 1964. The Chairman, Civil Stores Committee (1), St. Johns Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

■ **INDIA**—Vacuum pump; accessories for verticle shaft kiln; rotary lime slaker; rake type classifier; centrifugal pumps, 2; lubricated plug cocks, valves, cast iron pipe, fittings; temperature recorders; switchboards, motors, diesel locomotives, gear box; iron exchange resins; tube expanders; air compressor; special cast iron process equipment for solway process soda ash plant. Import License No. 978275/DLF-157/62/HQ/CGI. Quotation date January 20, 1964. Loan No. 157. U.S. source. Saurashtra Chemicals, Porbandar, Prop: Jiyajeerao Cotton Mills Ltd., Birlanager, Gwalior. SBC-494.★

● Oil fired furnaces, 4, for treating jack bits. Approx. size of hearth, 22" x 27". Tender No. 499/Beas/PR/53551/W, bid deadline February 24, 1963. World wide. Superintending Engineer, Procurement Circle, P.O. Talwara Township, Dist. Hoshiarpur. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

NETHERLANDS—Hydraulic transmission systems, including generators, motors and couplings and adaptable to woodworking and general machine tools. Direct purchase. Exclusive distributor. Landre & Glinderman N.V., 6-8 Spuistraat, Amsterdam. WTD 11/14/63.

NORWAY—Turbine pumps, portable, for fire departments. Requests replies from manufacturers only. Skuteng A/S, (importing wholesaler), Box 5144, Oslo 3.

357 Office, Computing, Accounting Machines

■ **INDIA**—Reproducer, summary punching with 80 columns, comparing 100 cards per minute, with emitter; approx. $6,200. Loan No. 386-A-055 (DLF loan 217). U.S. source. Quotation date January 16, 1964. IL No. A.562011. Ref. No. 55(19)/63-AID(1). Director, State Statistical Bureau, Government of West Bengal, 1 Hastings St., Calcutta 1. SBC-498.

358 Service Industry Machines

ITALY—Air conditioning equipment. Direct purchase and agency. Cofir, S.r.L., (wholesaler, consulting engineer), Costruzioni, Forniture Impianti Rappresentanze, 13 Via S. Costanza, Rome. WTD 11/26/63.

■ **PAKISTAN**—Condensing units, 2, capacity 50 tons of refrigeration at 40° suction temp., 95° F. water off condenser temp., 60 h.p. slipring motor and starter, accessories consisting of automatic capacity reduction, spring vibration isolators; air handling units, 2, complete with fan section and ½" insulation, coil section with drain pan ½" insulated, 4 rows deep direct expansion cooling coils, low velocity cleanable filters, complete with fan drive, capacity 18,780 cfm., coil face area 30.3 sq. ft., outlet area per fan 4.32 sq. ft.; refrigerant piping, pipe fittings, valves, filter driers, liquid line, moisture indicators for interconnecting the condensing units with air handling units, one lot; expansion valves, 4, for freon-22, capacity 25 tons each; solenoid valves, 4, for operation on 230/1/50, capacity 25 tons each, for freon-22 operation; fas and c&f. Loan No. 391-H-066, U.S. source. Quotation date January 31, 1964. IL No. 347922. Ritz Cinema, Bunder Rd., Karachi. SBC-495.

■ Condensing units, 2, capacity 50 tons of refrigeration at 40° suction temp., 95° F. water off condenser temp., approx. 60 h.p. slipping motor and starter, accessories consisting of automatic capacity reduction, spring vibration isolators; air handling units, 2, complete with fan section and ½" insulation, coil section with drain pan ½" insulated, 4 rows deep direct expansion cooling coils, low velocity cleanable filters, complete with fan drive; capacity 18,780 cfm., coil face area 30.3 sq. ft., outlet area per fan 4.32 sq. ft.; refrigerant piping, pipe fittings, valves, filter driers, liquid line, moisture indicators for interconnecting the condensing units with air handling units, one lot; expansion valves for freon-22, capacity 25 tons each; solenoid valves for operation on 230/1/50, capacity 25 tons each for freon-22 operation; fas and c&f. Loan No. 391-H-066. U.S. source. Quotation date January 31, 1964. IL No. 347917. Reno Cinema, Garden Rd., Karachi. SBC-495.

PHILIPPINES—Room and car air conditioners. Direct purchase and agency. Commercial refrigerators and freezers. Direct purchase and agency. Avenue Electrical Supply Co., (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., P.O. box 2142, Manila. WTD 11/18/63.

NORWAY—Humidifiers, small units, for homes and offices. Must meet requirements of the Norwegian Electric Material Control

Board and operate on 220 v. AC, 50 cycles. Requests replies from manufacturers only. Skuteng A/S, (importing wholesaler), Box 5144, Oslo 3.

URUGUAY—Complete air conditioning system for installation in Aguada and Pocitos Telephone Exchanges. Invitation No. 5464/63. Invitation fee $20.00. Specification No. 3130. Loan No. 72. World Wide (899). Bid deadline January 15, 1964. Administration General De Las Usinas Electricas Y Los Telefonos Del Estado, Palacio De La Luz, Paraguay 2431, Montevideo. Cable: LUX MONTEVIDEO. The general terms, conditions, detailed specifications may be obtained from the Embassy of Uruguay, 2362 Massachusetts Ave., NW., Washington, D.C., Attn: Mario C. Fernandez. SBC-499.

361 Electric Transmission, Distribution Equipment

■ **THAILAND**—Radiation counting equipment consisting of amplifier-analyzer, scaler-timer, scintillation power supply, transformer, gamma scintillation detector, well assembly, dual purpose timer. Quotation No. S-5022 (Walhay). Bid deadline January 6, 1964. Contract between University of Illinois & Agency for International Development, Washington, D.C. 20523. Copies of Invitation to Bid may be obtained from Mr. W. L. Walhay, Purchasing Agent, Medical Center, University of Illinois, 833 S. Wood St., Chicago 12, Ill. SBC-498.

■ 600 V. class current transformer for metering purpose, window type, 800/5 amp, 42 each; 1200/5 amp, 15 ea., 2000/5 amp., 9 ea. Invitation No. PDC-MEA-171. Loan No. 19. U.S. source. Bid deadline January 9, 1964. Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Single copies of complete invitation to bid are available from the Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington, D.C. SBC-499.

362 Electrical Industrial Apparatus

● **BURMA**—Searchlight carbons: 10 gross 12 mm. x 5½" negative; 10 gross 9 mm. x 5½" negative; 10 gross 14 mm. x 5½" positive; 10 gross 16 mm. x 5½" positive. Tender No. NIV/75/G-3(63-64), bid deadline January 16, 1964. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2692).

■ **INDIA**—Welding electrodes, large quantities, various compositions, properties, diameters, applications; c&f basis. Import license No. A.546081/62/AU-DW/CCI/HQ/RM. Loan No. 386-H-082. U.S. source. Quotation date January 17, 1964. Utkal Machinery Ltd., P.O. Kansabahal, Dist., Sundergarh, Orissa. SBC-494.★

ITALY—Industrial electrical machinery. Direct purchase and agency. Cofir, s.r.l., Costruzioni, Forniture Impianti Rappresentanze, (wholesaler, consulting engineer), 13 Via S. Costanza, Rome. WTD 11/26/63.

■ **PAKISTAN**—Universal spot welder; solid rubber wheel casters, 20; holder and stakes, sheet metal, one set; electric nibbler; jointer, 8"; electric oven; automatic positioning mechanisms, one set; wave guide sections, 20; automatic antenna plotters; communication receiver, triple conversion; slide projector; overhead projector; wave guide phase shifter; slides, various descriptions, 4 each; adjustable shorts, 3; moving loads, 3; radar transmitting, receiving sets; Doppler equipment for laboratory use; dummy antenna resistors. Loan No. 391-H-066. U.S. source. Bid deadline February 2, 1964. Tender No. S-10/60(63-64). Tender fee, not refundable, $1.05 each. Government of East Pakistan, Directorate of Supply, EPIDC House, Motijheel, Dacca. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-495.

363 Household Appliances

PHILIPPINES—Electric household appliances such as automatic toasters and drying hoods. Direct purchase and agency. Electric household washing machines. Direct purchase and agency. Electric shavers. Direct purchase and agency. Avenue Electrical Supply Co., (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., P.O. box 2142, Manila. WTD 11/18/63.

364 Electric Lighting, Wiring Equipment

● **BURMA**—Electrical materials including conduit, motor starters, rotary switches, electric lamps, fans, regulators, copper wire. Tender No. NIV/85/G-3(63-64), bid deadline January 15, 1964. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

365 Radio, Television Receiving Sets

■ **BOLIVIA**—Radio single side, band transmitter receivers, 6 each. Inv. No. MOE-0036-SAI-63. PIO/C No. 511A11AE-9-20340. Limited World Wide (901). Ministry of National Economy, 1488 Camacho Ave., La Paz. Cable: MINECONOMIA, La Paz. Copies of detailed specifications, special conditions, instructions, bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., N.W., Washington, D.C. SBC-499.

PHILIPPINES — Amplifiers, loudspeakers, and electronic components, public address systems. Direct purchase and agency. Avenue Electrical Supply Co., (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., P.O. box 2142, Manila. WTD 11/18/63.

366 Communication Equipment

PHILIPPINES—Communication equipment, switchboards, telephone networks, wires, cables. Direct purchase and agency.

International systems, speaker type or telephone type. Direct purchase and agency. Avenue Electrical Supply Co., (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., P.O. box 2142, Manila. WTD 11/18/63.

367 Electronic Components

FRANCE—Transistors; requests replies in French. Ets. M. Gaubert, (importer, wholesaler), 11 rue Lafayette, Marseille, Bouches du Rhone.

ITALY—Electronic components for all uses in the electronic field. Direct purchase and agency. Centro Italiano Componenti Elettronici, (importer, agent), 3 Via Ettore Ximenes, Rome. WTD 11/26/63.

Electronic components, tubes, semiconductors. Vittorio Cavaciocchi—Electronica, (importer, wholesaler), 11 Via Sonnino, Torre del Lago (Lucca). WTD 12/5/63.

371 Motor Vehicles, Motor Vehicle Equipment

■ **BOLIVIA**—Stake body trucks, Ford model F-600, or equal, 3 each. Invitation No. MOE-0038-SAI-63. Bid deadline January 10, 1964. PIO/C No. 511A15AF-9-30343. Limited world wide (901). Ministry of National Economy, 1488 Camacho, La Paz. Cable: MINECONOMIA, La Paz. Copies of detailed specifications, special conditions, instructions, bid forms may be obtained from the Embassy of Bolivia, 1145-19th St. NW., Washington, D.C. SBC-499.

CANADA—Shock absorber parts; manufacturer of rebuilt automotive units requests replies from suppliers of shock absorber parts for cars, trucks, busses. Girard & Frere Auto, 2742 Champlain, Shawinigan, Quebec. WTD 11/19/63.

■ **INDIA**—Garage tools, such as connecting rod aligner; wheel aligning equipment; engine analyzer, exhaust gas analyzer, fuel consumption tester; spark plug testers, cleaners; battery cell tester, battery service kits; 34 items; approx. $24,400. Loan No. 386-H-082. U.S. source. Quotation date January 20, 1964. IL No. E.030835/62/EI/CCI/B/DLF. Ref. No. 53(64)/63-082/AID(1). SBC-498.★

■ Chasers; M/c taps with short taper lead, 20 degrees, for tapping blind holes; die heads, radial and tangential with chaser holders/blocks; broaches; tungsten carbide tipped tools to British standard; Scully Jones recessing heads; collets, feed fingers, guide bushes for Brown & Sharpe automatics; tool holders for same, 2G model; micro boring bars; spares for Ross fork lift truck, 6000 lb. capacity; spares for Towmotor American fork list 7000 lb. capacity. Import license No. A.587453/61/AU-DW/CCI/HQ/RM. Ref. No. 65(328)/63-AID(1). Loan No. 386-A-055 (AID Loan No. 217). U.S. source. Quotation date January 20, 1964. Automobile Products of India, Ltd., Agra Rd., Bhandup, Bombay 78. Cable: APICAR, Bombay, 78. SBC-499.★

■ "National" oil seals, various part Nos. large quantities; U.J. crosses, part No. K5-GB-21, 2600 Nos.; nuts, bolts, ⅝" and ¾" dia., 1500 each. Loan No. 386-A-055 (DLF Loan 217). U.S. source. Quotation date January 12, 1964. IL No. 0890759. Ref. No. 64(19)/62-AID.I. Blackwood Hodge (India) Private Ltd., 139 Beliaghata Rd., Calcutta 15. SBC-498.★

■ Garage tools, various Bendix, Barrett, Van Norman, Sun Bear, Black & Decker, Storm-Vulcan, Blackhawk, part nos.; various descriptions, quantities. Import license No. E.086132/63/EI/M/L-I. Loan No. 386-H-082. U.S. source. Quotation date January 20, 1964. India Motor Parts & Accessories, Ltd., 1/155 Mount Rd., Madras 2, P.O. Box 2422. Cable: INDIAMOTOR Madras 2. SBC-497.★

■ Garage tools such as diesel fuel test bench, motor analyzers, wheel alignment equipment, connecting rod aligners, nozzle testers, nozzle cleaning kit, test set for 6.12 and 24 V. circuits, hydraulic jacks, socket sets complete with handles, wrenches, tube cutters; large quantities. Loan No. 386-H-082. U.S. source. Quotation date January 22, 1964. IL No. E.100621/62/EI/CCI. Ref. No. 53 (411)/63-082/AID(I). Jayantilal Jagdishprasad, 117 Canning St., Calcutta. SBC-495.★

■ Components for Bedford trucks, supplied in forged condition, tin coated Bundy tubing for Bedford trucks; also bearings, for same. Long list of descriptions, quantities. Enquiry Nos. A-9314, A-9316, A-9315, A-9317. Import license No. A.546328/62. Ref. No. 61(5)/63-082/Aid(1). Loan No. 386-H-082. U.S. source. Quotation date January 20, 1964. Hindustan Motors Ltd., Uttarpara, Hooghly. Cable: HINDMOTOR, UTTARPARA. All quotations should be addressed to Hindustan Motors, Ltd., c/o American East India Corp., 25 Broadway, New York, N.Y. SBC-503.★

NORWAY—Jacks, fan belts, spark plugs, mirrors, oil filters, electric bulbs and other accessories and items which are sold at gas stations. Ivar Strom, 1 Motzfeldtsgate, Oslo. WTD 10/18/63.

PHILIPPINES—Automotive spare parts, accessories. Ideal Automotive Supply Co., Inc., (importer, wholesaler, retailer), 1048 Benavides, Manila. WTD 8/31/63.

Auto and truck replacement parts, accessories. Pan Asiatic Motor Parts, (importer, wholesaler, retailer), 1532-1534 Claro M. Recto Ave., Manila, WTD 7/24/63.

Automotive spare parts, accessories. Luakian Auto Supply, (importer, wholesaler, retailer), 1042 Benavides, Manila. WTD 10/5/63.

■ **TURKEY**—Carter carburetors, fuel pumps and parts, various quantities, part nos. IL No. 2365. Otolayt Ticaret A.S., Taksim, Racep Pasa Caddesi 7, Istanbul.

■ Windshields, auto curved laminated safety glass and back lights, various quantities, types. IL No. 0022273. Yorgi Haralambidis Ithalat Isleri, Taksim Cumhuriyet Cad. No. 109, Istanbul.

■ Replacement parts for Willys Jeep vehicles, various nos., descriptions, quantities. Long list, to special conditions. IL No. 002416/259178. Alem Kollektif Sirketi, Viktor Albukrek ve Davit Farhi, Sehit Muhtar Cad. No. 38/1.

All the above are for Loan No. 277-H-043. Quotation date January 6, 1964. SBC-502.

■ L.S. Ball clutch bearings, or equal; Green clutch bearings or equal; R.B.C. tappered roller bearings, barrel type, or equal; Torrington needle bearings, or equal; various part numbers and quantities. IL No. 002490. Teknik Ticaret Adi Kom. Sti., Kostantin Steryiopulos Ve Ortagi, Taksim Yogurt-Cu Faik, Sokak No. 5/A, Istanbul.

■ Chevrolet spare parts; various part numbers, descriptions, quantities; 187 items. IL No. 002182. Istanbul Manifatura A.S., Sultanhamam, Kulluk Zade Han 4 cu kat No. 35/36, Istanbul.

■ Ford spare parts for passenger and truck cars; various part numbers, descriptions, quantities; long list. IL No. 002371. Hamayak Torikoglu Eminonu, Kantarcilar Subunhane Sok. Yaprak Han No. 10, Istanbul.

All the above for Loan No. 277-H-043. U.S. source. Quotation date January 6, 1964. SBC-504.

372 Aircraft, Parts

ITALY—Materials and equipment for civil airports, airlines; particularly ground equipment, ground power units, aircraft spare parts, ramps. Direct purchase and agency. Aersapac, (commercial agencies), Ciampino West Airport, Rome.

373 Ship Building, Repairing

BURMA—100 ft. powered barges, 2. Tender No. Two/63-64. PIO/C No. 42-W35-A-9-80073. World wide (899). Bid deadline January 18, 1964. The Revolutionary Government of the Union of Burma, Inland Water Transport Board, Ministry of Transport & Communications, No. 50 Phayre St., Rangoon. Detailed specifications, Invitation to Bid and general conditions may be obtained from the Embassy of Burma, 2300 S St., NW., Washington, D.C., Attn: Mrs. B. O'Connor. SBC-499.

374 Railroad Equipment

■ **PAKISTAN**—Diesel electric locomotives, low h.p., broad gauge, 5'-6", for mixed trains and shunting services, 5 nos. Tender No. PR-I/63/Loco/I. Loan No. 386-H-070 (AID Loan No. 51). U.S. source. Bid deadline February 5, 1964. Government of West Pakistan, Railway Board, PWR Headquarters, Rm. 7, First Fl., Empress Rd., Lahore. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-497.

381 Engineering, Laboratory, Scientific, Research Instruments

IRELAND—Visual aids for education and technical training (overhead projectors, classroom machines, and prepared courses in English for same). Sole agency for Republic of Ireland, cif quotations Dublin. No hay or straw packing. Payment: By cash against documents at 60 days sight, or by mail transfer less 2% by 15th of month after date of dispatch. F. Barret & Co., Ltd., Dundrum Castle, Dundrum, Dublin 14. WTD 12/4/63.

ITALY—Aeronautical instruments. Direct purchase and agency. Aersapac, (commercial agencies), Ciampino West Airport, Rome.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GREECE—Household thermometers. Importer, wholesaler, retailer, sales agent requests replies from manufacturers and exporters. Direct purchase. Anastase Agaliotis, 30 Stadium St., Athens. WTD 12/5/63.

383 Optical Instruments, Lenses

● **BURMA**—Optical lenses, stepped, white, clear, 5" dia., 3½" focus, for use in railway brake van lamps, 350. Tender No. GH/25/GII.D/63-64, bid deadline January 13, 1964. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2312).

384 Surgical, Medical, Dental Equipment

● **EL SALVADOR**—Eighty-one items of hospital equipment and supplies in various quantities and units. Included, but not limited to, are diagnostic equipment, biopsy forceps, catheters, inflation bags, X-ray equipment, anesthetic apparatus, stretchers. Tender Nos. 204(63) and 205(63), bid deadline, February 5. Terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

NEW ZEALAND—Disposable plastic hypodermic syringes. Direct purchase and agency. Mr. A. G. Fitzgibbon, Assistant Mgr., Sharland & Co., Ltd., (wholesaler, manufacturer), 99-107 Dixon St., Wellington.

PHILIPPINES—Electronic and electrical gadgets such as hearing aids. Direct purchase and agency. Avenue Electrical Supply Co., (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., P.O. box 2142, Manila. WTD 11/18/63.

Surgical, hospital instruments. Mercury Drug Co., Inc., (importer, wholesaler, retailer, manufacturer), 1580 Bambang, P.O. box 1847, Manila. WTD 7/26/63.

386 Photographic Equipment

ECUADOR—Cameras, high speed all types; cameras, still, for roll film with focusing lens f6.3 or slower; cameras still, hand type reflex type, fixed focus; and all types photographic accessories and supplies; requests catalogs or other illustrated materials, quotations cif Guayaquil. Direct purchase and exclusive agency. Juan F. Mosel, Relojeria Berna, (importer), Portal de la Concepcion, Quito.

394 Toys, Amusement, Sporting Goods

FRANCE—Toys, games, dolls, infantsware, juvenile wheelgoods, amusement novelties of all types (metal, plastic, wood, or rubber) for boys and girls, good quality medium-price articles desired, including: scientific toys; scale-models of automotive vehicles and aircrafts; aluminum scooters; boats; educational kits; construction sets (electrical and others); juvenile furniture, garden sets; pull-type toys; archery sets; dart games; shooting outfits; stuffed animals; musical puppies; dolls. Direct purchase and agency. Requests replies with descriptive literature and price lists from manufacturers only. E.P.S.E., (Entente des Professionnels Spécialistes de l'Enfant), 42 Rue Porte-Dijeaux, Bordeaux, Gironde. WTD 12/5/63.

NORWAY—Bowling alleys, regular, miniature. Direct purchase and agency. West-Am A/S, 154 Drammensveien, Oslo.

Coin-operated bowling alleys. Aage Thoen & Co., 8 Stenersgaten, Oslo. WTD 12/14/62.

Games for children and adults, and model toy construction sets. Requests replies from manufacturers only. Interested in importing as sole representative. N. W. Damm & Son, 6 Ovre Slottsgate, Oslo. WTD 10/23/63.

PHILIPPINES—Electronic fish finders. Direct purchase and agency. Avenue Electrical Supply Co., (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., P.O. box 2142, Manila, WTD 11/18/63.

395 Pens, Pencils, Office, Artists' Materials

JAPAN—Black lead for pencil manufacture. Direct purchase from manufacturer or their export representatives. Toto Pencil Manufacturers Cooperatives Assn., (Tōtō Empitsu-Kako Kogyo Kyodo Kumiai), 2135 Ogu-machi 3-chome, Arakawa-ku, Tokyo.

PHILIPPINES—School, office supplies. Direct purchase and agency. The Star Book Store, (importer, wholesaler, retailer), 1725 Claro M. Recto Ave., Manila. WTD 9/21/63.

Artists' and engineering supplies. Manila International Merchandising, (importer, wholesaler, indentor), 215-219 Alliance Bldg., Rosario St., Manila. WTD 3/30/63.

399 Manufacturing Industries

■ **BOLIVIA**—Outboard motor; refrigeration unit; cart sprayers; 30, 55 gallon; ventilating fans; differential thermostat systems; space heaters; wall mounted banana scales; recording thermometers; bunch banana trucks; hygrometer; orange, grapefruit, tangerine grading equipment, F.M.C., or equal, with 14 items various specifications, components; spray kits for tractor power take off with specifications, components; floor safes; pallet lift trucks; row crop farm tractors; farm wagons, various quantities. Inv. No. MOE-0039-SAI-63. Bid deadline January 15, 1964. Limited world wide (901). Ministry of National Economy, 1488 Camacho, La Paz. Cable: MINECONOMIA, La Paz. Copies of detailed specifications, special instructions, conditions, bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Washington, D.C. SBC-499.

● **BURMA**—Linoleum, assorted designs. Quantity, 250,000 sq. yd. Tender No. GH/

115/GII/63-64, bid deadline January 13, 1964. Quotations without designs and sample will not be considered. Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.

■ **INDIA**—Brass strip, specification 31G, 0.297″ x .0075″, 0.406″ x .010″, approx. 1,000 kg. ea.; gilding ribbon metal strip, to 32B, 0.174″ x .0085″, approx. 500 kg.; Teflon tubing, approx. 60,000 rft.; sheet rubber, to HOR-4, 200 kg.; stainless steel spring wire, to special specification 36D, 1,000 kg.; chemicals to make up electrolytic bath for cleaning moulds used for rubbering tire valves, such as or equal to Enthone alkaline derusting compound or AP compound, approx. $1,000; cement for obtaining adhesion when moulding rubber to brass, such as or equal to Marbon TyPly BC cement or to Marbon cement 11930, approx. $1,000. Loan No. 386-H-082. U.S. source. Quotation date January 16, 1964. IL No. A-546078/62/AU-DW/CCI/HQ/RM. Ref. No. 65(26)/63-AID.I. Schrader-Scovill Duncan Ltd., Udyog Bhawan, Wittet Rd., Ballard Estate, Bombay 1, (BR). SBC-495.

■ **NIGERIA**—HP-276G Universal pullers set in box; cup attachment; bearing attachment; leg accessories; hydraulic jacks, 50 items. Catalog numbers taken from Black Hawk Equipment Co., and Delta Power Tool Div., for reference only, bid as specified, or equal. All fractional horsepower electric motors should be 230 v., 50 cycle, single phase, AC current. All large electrical motors should be 3 phase, 50 cycle, 400 v., AC current. Quotation No. 5639. Bid deadline January 6, 1964. U.S. source only. Contract between Michigan State University and University of Nigeria, College of Agriculture, Nsukka, Eastern Nigeria. All quotations to be submitted to: Purchasing Dept., Michigan State University, 210 Miles Bldg., 1405 S. Harrison Rd., East Lansing, Michigan. Attn: Richard P. Kasuba, fob, Int'l. Port Authorities, Attn: Charles Hurlbert, Bldg., 202D, Port Newark, New Jersey. SBC-494.

NORWAY—Tooth brushes, battery-operated. Mayol—Peer Ruud A/S, (importer, wholesaler), 15 Tomtegt, Oslo.

505 Farm Products—Raw Materials

NETHERLANDS—Cleaned calf hair for spinning, carpet making; min. 200 tons of hair per shipment. Verschuuren Piron Textielfabrieken N.V., 69 Koningshoeven, Tilburg.

Leads for Importers

106 Ferroalloy Ores

AUSTRALIA—Rhodonite, unprocessed, £A240/0/0 ($540.00) per ton. W. G. J. Vanderstaay, 3009 Pacific Highway, Surfers Paradise, Queensland. WTD 12/4/63.

228 Yarn, Thread Mills, Products

NEW ZEALAND—Woolen, worsted knitting, weaving, carpet yarns; ladies', men's worsted, woolen fabrics; wool blankets, travel rugs. Direct purchase and/or agency. Alliance Textiles (N.Z.) Ltd., Export Division, P.O. Box 1164, Wellington.

242 Sawmills, Planing Mills

ITALY—Hemlock, Douglas fir timber. Agency. Bolognini Oreste & Figlio, 15 Via del Bottaccio, Pistoia. Requests replies in Italian. WTD 12/4/63.

313 Boot, Shoe Cut Stock, Findings

BELGIUM—Boot, shoe findings. Direct purchase and/or agency. Ets. P. Delepiere, 12 Rue du Doyenne, Brussels 18. WTD 12/5/63.

345 Screw Machine Products

SWEDEN—Locking plates for rods and bands used for concrete wall form works. AB Byggmekanisering, Box 329, Malmo 1.

353 Construction Machinery

SWEDEN—One-man concrete screeder (5'-16', U.S. patent), concrete smoothing machine; electric or combustion motor. Direct and/or agency. AB Byggmekanisering, Box 329, Malmo 1.

355 Special Industry Machinery

ITALY—Planes, saws, other woodworking machinery. Agency. Bolognini Oreste & Figlio, 15 Via del Bottaccio, Pistoia. Requests replies in Italian. WTD 12/4/63.

352 Farm Machinery

FRANCE—Power cultivators, rotary; motor tillers, rotary types, for farm use, soil preparation. Agency for Lot-et-Garonne department and surrounding region; requests replies in French. Etablissements E. Razol & Fils, (manufacturer, wholesaler, retailer), Rue Labruyère, Tonneins, Lot-et-Garonne. WTD 12/6/63.

Distributors and spreaders for liquid fertilizers, related attachments. Equipment of new type preferred, suitable for utilization in France. Agency for department of Lot-et-Garonne and surrounding region, requests replies in French. Etablissements M. Razol Fils, Rue Labruyère, Tonneins, Lot-et-Garonne. WTD 12/6/63.

355 Special Industry Machinery

AUSTRALIA—Packaging machinery. R. Smart & Co., 44 Warren St., Valley P.O. Box 9 Broadway, Brisbane, Queensland. WTD 12/4/63.

ISRAEL—Industrial food products machinery of all types including packaging machinery. Agent, importer requests replies from manufacturers only. Exclusive agency. Radion Engineering Co., Ltd., (agent, importer), 4 Rothschild Blvd., P.O. Box 1312, Tel Aviv. WTD 6/25/62.

356 General Industrial Machinery

ISRAEL—Air compressors. Agent, importer requests replies from manufacturers only. Exclusive agency. Radion Engineering Co., Ltd., 4 Rothschild Blvd., P.O. Box 1312, Tel Aviv. WTD 6/25/62.

358 Service Industry Machines

AUSTRALIA—Industrial cleaning machinery. R. Smart & Co., 44 Warren St., Valley, P.O. Box 9, Broadway, Brisbane, Queensland. WTD 12/4/63.

ISRAEL—Hermetic refrigeration compressors, from 1 to 10 hp. Agent, importer requests replies from manufacturers only. Exclusive agency. Radion Engineering Co., Ltd., 4 Rothschild Blvd., P.O. Box 1312, Tel Aviv. WTD 6/25/62.

THAILAND—Thermoelectric module units for use in refrigerators. Pacific Electric & Engineering (Thailand) Co., Ltd., 486/11 Petchburi Rd., Bangkok. WTD 7/6/62.

365 Radio, Television Receiving Sets

AUSTRALIA—Amplifiers for phonograph, tape equipment.

Speakers for hi-fidelity phonograph and tape equipment. R. Smart & Co., 44 Warren St., Valley, P.O. Box 9, Broadway, Brisbane, Queensland. WTD 12/4/63.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Sterilizer indicator adhesive tape used for wrapping bundles prior to autoclaving which shows a color change if efficient sterilization has taken place; requests samples. A. E. Stansen & Co., Pty., Ltd., 500 Spencer St., West Melbourne, Victoria. WTD 7/17/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

SPAIN—All type of grain. Ignacio De Torres Solanot, Jacometrezo Nos. 4 & 6, Madrid (13). WTD 12/3/62.

228 Yarn, Thread Mills, Products

NEW ZEALAND—Cotton yarn for mercerized and non-mercerized fancy knopped, slubed. Dyed or undyed. Single and twisted, 1/12—1/40 cc., for high fashion knitted outerwear. Nuera, Ltd., P.O. box 729, Auckland. WTD 12/3/63.

242 Sawmills, Planing Mills

ITALY—Lumber: Douglas fir, hemlock, other U.S. varieties (especially wood from Oregon and Washington). Rag. Mugnaini Silvano, Timber Agent, 7 Largo Ciro Menotti, Pisa. WTD 12/4/63.

331 Steel Mill Products

NEW ZEALAND—Tool steel; specialized types of steel; reinforced steel; steel sheets for construction and fabrication. The Fletcher Steel & Engineering Co., Ltd., Private Bag, (Great South Road, Penrose), Auckland. WTD 12/3/63.

NORWAY—Stainless steel sheets, pipes. Requests replies from manufacturers only. Rolf Toverud, 22 Stortingsgaten, Oslo. WTD 10/18/63.

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Calendar *for international traders*

January

6—Meeting of Warm Air Heating & Air Conditioning League, 8 p.m., Cleveland Engineering Society, 3100 Chester Ave., **Cleveland, Ohio.** Speaker: Edwin C. Higbee, Director, Cleveland Field Office, U.S. Department of Commerce.

6—World Trade Club of New York, dinner meeting, Hotel Americana, **New York, N.Y.** Speaker: Franklin D. Roosevelt, Jr., Under Secretary of Commerce.

7—Regular Monthly Luncheon Meeting of the World Trade Committee of the Dallas Chamber of Commerce. Dallas Athletic Club, **Dallas, Tex.** Subject: Planning a Trade Mission From Dallas to Mexico.

9—International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.** Speaker: Ed Lamb, Chairman of the Board, Seiberling Corporation.

13—First Annual Businessman's Institute on World Trade, Southern University in New Orleans, **New Orleans, La.** Sponsored by Southern University in New Orleans; Regional Export Expansion Council; New Orleans Field Office, U.S. Department of Commerce; Small Business Administration.

14—Export Educational Seminar, **Memphis, Tenn.** (first of 8 weekly sessions) Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Guest Instructor: Mr. Benjamin P. Cooper, Firestone International Co., Akron, Ohio.

15-26—National Motor Boat Show, New York Coliseum, **New York, N.Y.**

16—Export Conference on costing/pricing; shipping/forwarding; and selling abroad to be held during the National Motor Boat Show at the New York Coliseum, **New York, N.Y.** Sponsored by National Association of Engine and Boat Manfuacturers in cooperation with the Department of Commerce.

17—Rotary International, **Canton, Ohio.** Noon meeting. Speaker: James G. Morton, Special Assistant to the Secretary for Public Affairs.

18—The 10th Export Expansion Conference, Cleveland Field Office, in cooperation with Cleveland Regional Export Expansion Council at the Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio,** 10:00 a.m. to 4:00 p.m.

19-24—31st Annual Convention, Association of Wiping Cloth Manufacturers, **Bal Harbour, Fla.** Speaker: Marion Leonard, Director, U.S. Department of Commerce Field Office, **Miami, Florida.**

21—Businessmen's Consultations with members of the U.S. Trade Mission to Malaysia-Hong Kong, **Portland, Ore.** Sponsor: Department of Commerce, Portland Field Office.

21—Businessmen's Consultations with members of the U.S. Trade Mission to Austria-Switzerland, **Philadelphia, Pa.** Sponsor: Department of Commerce, Philadelphia Field Office.

21—Export Educational Seminar, **Memphis, Tenn.** (second of 8 weekly sessions) Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Guest Instructors: Mr. Dimitri Georgiadis, Plough, Inc., Memphis, and Mr. E. W. Cook, President, Cook & Company, Memphis.

21—Memphis World Trade Club, monthly meeting, **Memphis, Tenn**.

21—Business report, U.S. Consumer Goods Trade Mission to Austria and Switzerland, Bellevue-Stratford Hotel, **Philadelphia, Pa.** Sponsor: Delaware Valley Council, Delaware River Port Authority and the Philadelphia Field Office of the U.S. Department of Commerce.

21—Workshop on Marine Insurance. **Kansas City, Mo.,** REEC, Department of Commerce Field Office, International Trade Club co-sponsors.

22—Export Trade Seminar; to run 8 consecutive Wednesdays, 7:30-9:30 p.m., sponsored by Delaware State Chamber of Commerce in cooperation with State Department of Public Instruction, Wilmington Public Schools, U.S. Department of Commerce, Small Business Administration, State Development Department. For further details, inquiries should be made to Delaware State Chamber of Commerce, 1112-14 King St., **Wilmington, Del.**

22—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Seattle, Wash.** Sponsor: Department of Commerce, Seattle Field Office.

22—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Chicago, Ill.** Sponsor: Department of Commerce.

22—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Los Angeles, Calif.** Sponsor: Department of Commerce, Los Angeles, Field Office.

22—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Richmond, Va.** Sponsor: Department of Commerce, Richmond Field Office.

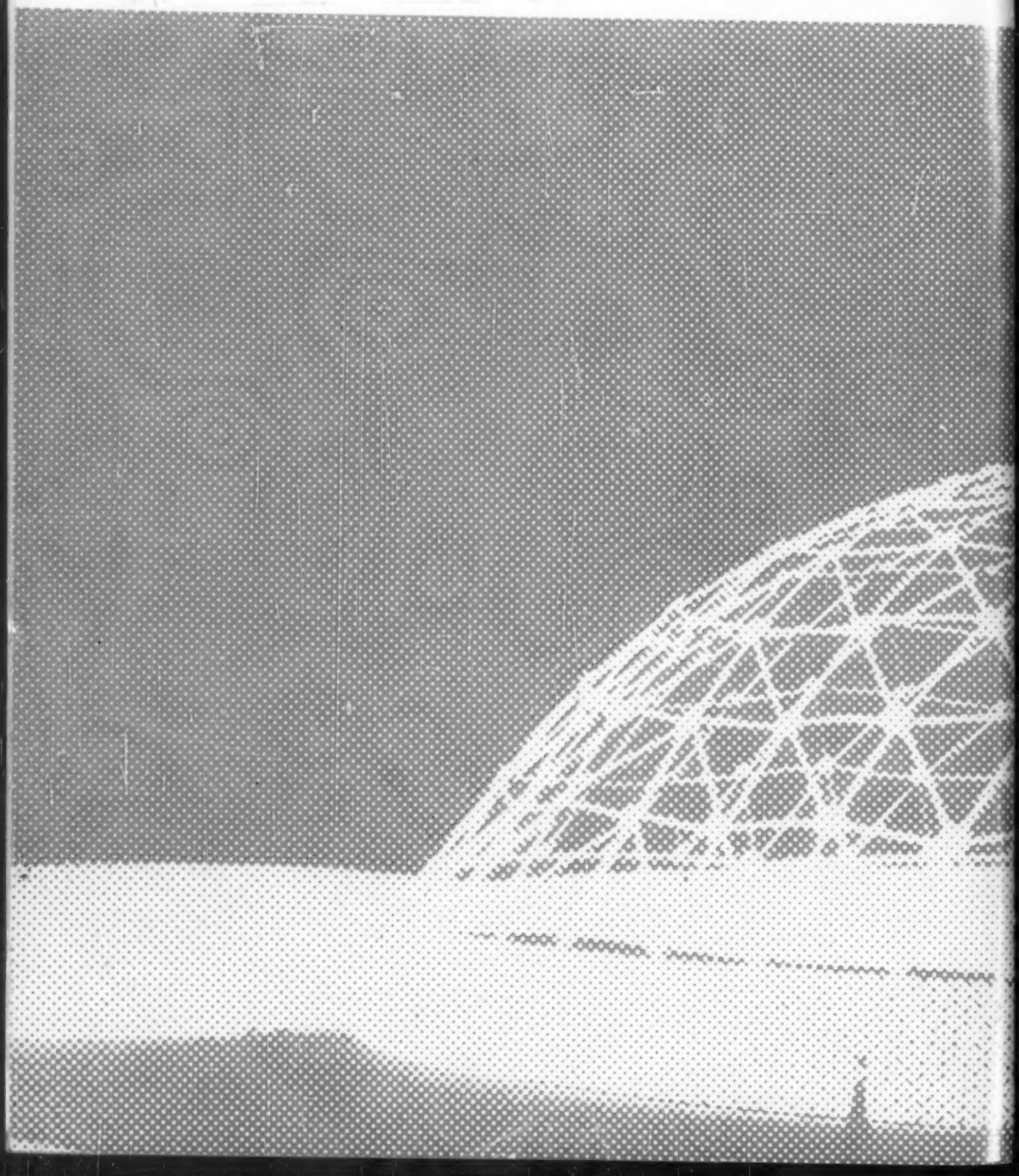
23—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **San Francisco, Calif.** Sponsor: Department of Commerce, San Francisco Field Office.

23—World Trade Conference. Paxton Hotel, **Omaha, Neb.** Midwest Foreign Trade Assn., Kansas City REEC, Commerce Field Office and SBA, co-sponsors.

23—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Dallas, Texas.** Sponsor: Department of Commerce, Dallas Field Office.

23—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Birmingham, Ala.** Sponsor: Department of Commerce Field Office.

24—Businessmen's Consultations with members of U.S. Trade Missions to Austria-Switzerland and Malaysia-Hong Kong, **St. Louis, Mo.** Sponsor: Department of Commerce, St. Louis Field Office.

24—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Atlanta, Ga.** Sponsor: Department of Commerce, Atlanta Field Office.

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